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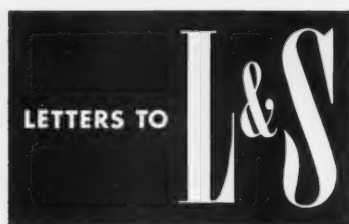
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QUALITY AND SERVICE SINCE 1866



This column cordially invites the opinions of all L&S readers.

L&S's New Look

... Congratulations on your new format. Very effective layout throughout. Incidentally, the article, "What The Shoe Foremen Think About Management," is a terrific job. I'm looking forward to the next two installments.

Frederick Bloom

Executive Secretary
210 Associates, Boston

... Thanks a million for thinking of us old, near-sighted guys who like their reading matter easy on the eyes. The new L&S is a treat, both in contents and makeup.

Mass. tanner

... The re-designed L&S took me by surprise, but pleasantly. She was always tops in my book. But now with her New Look she's the smartest dressed in the field.

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... Take a bow for a swell job done. It's another step forward for the magazine I consider the most informative and progressive in our industry.

St. Louis shoe mfr.

Bouquet

We wish to compliment you on the excellence of your magazine, its strong editorials, news coverage and markets.

In looking over the various publications in the shoe factory field, we find only yours doing a fearless editorial job of fighting for the betterment of the industry. The many comments we have received indicate a widespread and thorough reading of *Leather and Shoes* throughout the entire industry.

Harold D. Geilich
Geilich Leather Company
Taunton, Mass.



LEATHER and SHOES

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BOOMING RUBBER PRICES HIT SHOE INDUSTRY
CONTROLS THREAT LIMITS HIDE, LEATHER BUYING

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CONTROLS—GROPING IN THE DARK

People, like boats, toot loudest when in a fog

WILL we or won't we get controls? The shoe and leather industry is currently saturated with discussions about the possibility of controls. The hope of the majority of the industry is that controls aren't coming, that they won't be necessary. But there's an ironic mixture of tragedy and comedy about it all. While our own industry, like all industries, is opposed to controls, each branch of the industry is passively accepting the very price rises that are providing the government with the reasons and incentives to make the imposition of controls "necessary."

The greatest evil in the U. S. economy—a seller's market—seems to be on its way back. There is nothing that the government or the public despises more than a seller's market, because it leaves the buyer at the mercy of the seller. In the public mind, there is only one way to keep the seller in reasonable line. Government controls. Thus we see the irresistible mass of public pressure mounting for controls. And the sentiments of Congress are always with the votes

Realism or Optimism?

Industry continues to express optimism about controls being held off for a long time yet. But this appears to be more optimism than realism. Industry spokesmen are quite right in arguing that controls are unnecessary because supplies are adequate in most goods. But unfortunately these industry spokesmen may be viewing the situation with only one eye.

While adequate supplies preclude the necessity of controls, rising prices create demand for controls. With rising prices we create an indefensible argument for wage boosts, and the latter in turn "justify" further price rises. And so the cycle goes. The consumer gets angrier, his voice louder and more insistent, until even Congress must listen. And so controls are born.

One tragedy lies in imposing con-

trols when supplies are adequate. The other tragedy lies in our passive acceptance of continually rising prices which give "justification" to government controls. An optimist sees only the first part. A realist sees both parts—and draws his conclusions accordingly.

L and S Editorial

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1½c each.

We have seen hides rise some 25 percent in price over the past five weeks. We have seen leather and shoes (at wholesale) rise proportionately. We shall soon see the consequence—retail shoe prices up 50 cents to two dollars. There it hits home—the consumer. And when the consumer then howls about "high" shoe prices, our industry will feel pained by the lack of public "appreciation" of the need for price rises. But consumers don't care for anybody's pains but their own. And it's their own pains that Congress will hear about.

The Contradiction

Consumers can see no reason why prices continue to mount while the government and industry spokesmen continue to repeat that supplies are ample or plentiful. There is a sore contradiction about it all—and it's the consumer who's feeling the sore where it hurts most. He can see no logic behind rising prices. He's bewildered by his lack of information to probe out the answers. And, as Francis Bacon once said, "There is nothing makes a man suspect more than to know little."

Economists have just brought to light that over the past few weeks speculators in commodity exchange markets have extracted profits ranging between 100 and 400 percent on an average, and much higher in some

instances. Lard, cottonseed oil, rubber, soybeans, wheat, cotton, hides and other basic commodities have been involved. Manufacturers, processors, wholesalers and retailers have themselves been the victims of this speculation and profits spree by others. They have simply paid the freight and passed along the extra cost to the consumer. Now the consumer has begun to howl.

In fact, an increasing number of manufacturers and retailers are adding their protests with those of consumers in advocating controls. As one shoe manufacturer recently stated, "I'm getting to believe that controls is the only answer to this mess. With prices of materials and supplies jumping all over the lot, I don't know where to price my shoes from one week to the next. With controls I at least know where I stand and won't be confronted with the gamble of taking a loss with a bad price guess or taking the rap for continually rising prices."

No businessman operating in a free economy ever really wanted price or any kind of controls. He holds complete faith in fair pricing through competition. If he impulsively wants controls now it is only because he is primarily a human being reacting with normal emotions to excesses of which he, along with the consumer, is the victim.

It is not a question of whether controls are or aren't imminent. Rather, whether they are or aren't inevitable. The answer to that one is not a case of supply, for there are ample goods in most instances. It's simply a matter of prices. If a businessman is willing to passively accept price rises and thinks he can pass them along to consumers, he may as well be prepared to accept with equal passiveness the consequences—government controls.

Inevitable? No. It depends upon how we handle the situation. As Thomas Mann states, "Fate is not what happens to you but what you do with what happens to you."



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Primitive Mexican tannery operating today. The black "chickens" are ever-present vultures which dispose of hide fleshings.



TANNING—THE PRIMITIVE WAY

Rare photos of dark-age tanning in Mexico

NEAR the recently opened Pan-American Highway, a few miles north of Tehuantepec, close to the Mexican-Guatemalan border, the air is stifling with the stench of decaying flesh. It comes from a primitive thatched structure on a knoll. Surrounding the rickety shack are dozens of what appear to be black chickens pecking away at strewn morsels on the ground. The "chickens" are raucous-voiced, repulsive looking vultures feeding on discarded fleshing from hides. Yes, the structure is a primitive tannery, its methods as ancient as the tanning process itself.

This native tannery is operated by Indians. The hides are placed in crude vats containing a home-made caustic solution to loosen flesh. When the hides are removed they

are dehaired and defleshed over logs with a two-handed knife, then washed clean.

The next operation involves the folding of each hide over upon itself until its edges correspond. These are then sewn together up to the neck of the hide. Into this opening water is mixed with finely shredded bark, poured into the opening, then the neck sewn so the whole hide is closed. Heavy rocks are then placed on top of the balloon-like bag to force the crude liquid tannin into every pore of the hide. After a while the hides are unlaced and hung up on racks to dry.

Crude though this tanning process is, much of this finished leather goes into some of Mexico's famous hand-tooled leather products.

Photos by John P. Vergis.



This is the first pit into which the raw hides are placed. The vultures watch carefully for appetizing bits of flesh adhering to the skins.



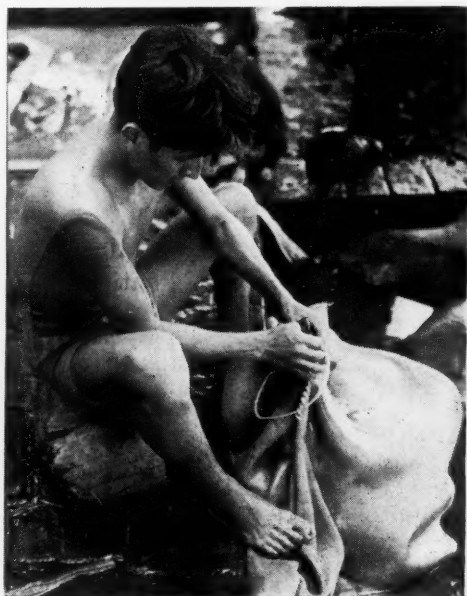
Excess material is removed from each hide by scraping it with a two-handed knife.



These red-necked vultures are the scavengers that form the local refuse disposal unit. All the scrapings from the hides are thrown to them. Since there are some bits that even these birds refuse, there is always plenty of material to keep the air exceptionally vile.



The bark containing the tannin is shredded by means of a primitive pestle and mortar. The old man and his dog in the foreground were visitors who occasionally dropped in to pass the time of day.



This fellow has become quite adept at sewing the edges of the heavy hides together. In this manner a large bag is formed into which the tannin solution can be poured.



The sewing completed, a strange-looking "animal" rests under a load of rocks.

Tanning The Primitive Way (Concluded)

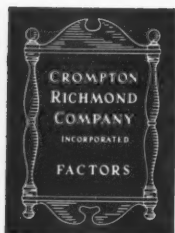


Some of the bark-filled hides are immersed in vats of water while the tanning process continues.



Evil-smelling hides drying in the sun form the end product of this primitive enterprise.

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An example of Salmonella Typhosa Bacteria, magnified 30,000X by Electron Microscope.

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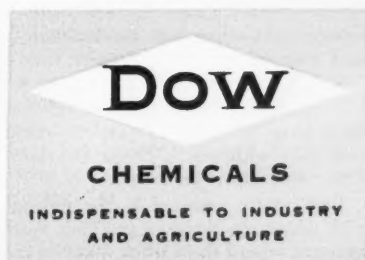
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WHAT THE SHOE FOREMEN THINK OF MANAGEMENT

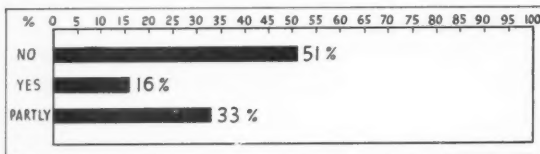
Part 2

Fifty-one percent of the shoe foremen of the nation do not believe they are kept sufficiently informed on company plans, sales, new methods, and other matters. Foremen believe in planning conferences on plans, policies.

To Be Kept Informed

Question 4: Are you, as a foreman, kept informed by front-office management about company plans, sales, new methods, costs, profits and other managerial matters?

No, 51 percent. Yes, 16 percent. Partly, 33 percent.



The majority "no" group stated in effect that front-office management keeps a tightly closed door on the managerial matters as regards the foremen. The only topic not hush-hush appears to be costs. Here management opens up—but more in the form of pressure than discussion. As one foreman stated, "They wail to us about rising costs, but produce no plan—nor give us chance to make concrete suggestions—about reducing costs."

The "yes" group said that the company discusses practically all managerial matters with foremen except sales and profits, particularly the latter.

The "partly" group said that they were let in on some managerial matters (the combination of topics differed in each company), but these topics were in no sense a fairly complete picture of company status of operations.

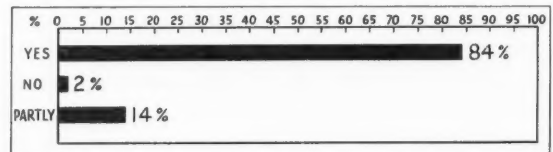
It appears that quite a number of shoe manufacturing firms have no company plans to discuss; or they fail to keep pace with new methods and developments to discuss with supervisory personnel.

Particularly resented is the reticence and "suspicion" with which the foremen feel that more members of management regard them when it comes to important company

information of interest and value to the foremen in helping them to better understand their company and contribute more to the success of the firm.

Question 4a: Do you think that you should be kept informed about these managerial matters?

Yes, 84 percent. No, two percent. Partly, 14 percent.



The overwhelming majority of foremen is in favor of receiving *complete* information about the company. Invariably, where such company policy is practiced the company is usually successful in terms of management efficiency and teamwork of all personnel.

A tiny minority of two percent believes that the foreman should be kept informed only on matters dealing directly with his own department—that company matters are none of his business.

A group comprising 14 percent feels that the foreman should be kept informed of some managerial matters but not all (for example, not profits, and probably not sales).

But the very large majority feels that its managerial information should be nearly unconditional. In numerous plants, even matters pertaining to a foreman's own department are not divulged to him. As one man stated, "I don't know whether, in my own department, I'm producing my part of the shoe at cost, or below or above cost. I never see any reports about anything. I feel I'm not even a cog in the machine—just another number."

The foremen resent the secrecy around company matters in many plants; resent being excluded from company confidence. Something that particularly irks them is that much "confidential" front-office information reaches them via the grapevine, through the ordinary operators. In short, operators often have such information before the foremen. This embarrasses the foremen. At the same time, it's no compliment to management.

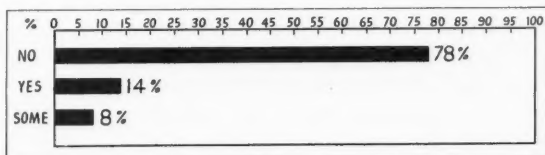
The foremen say that if they had an over-all knowledge of company conditions and plans they could often contribute valuable suggestions or adjust performances with more positive direction, with more profitable results. Very important, too: intimate knowledge of the company, of managerial matters, gives the foremen that vital sense of "belonging," resulting in a desire for stronger personal participation in the success of the firm.

Also emphasized was that informed men are usually more competent, able to make judgments and decisions more intelligently, with the interest of the company more clearly in mind. If good over-all plant operations are to be achieved, the foreman in each department should have an over-all picture of the problems in all departments, including the front office. This tends to integrate operations, makes for more efficiency and economy, and for more wholesome relations between management and supervisory personnel.

Labor Relations Training

Question 5: Does your company give its foremen specific and regular training in modern handling of labor relations and personnel problems?

No, 78 percent. Yes, 14 percent.



Very few shoe manufacturing firms provide any genuine training program for foremen in labor relations. Some firms make a totally inadequate stab at it, a smattering of information furnished irregularly.

How do the foremen feel about such programs? "Not enough . . ." "sorely needed . . ." "would be a priceless asset for us . . ." These were a few of the comments.

Yet, what some firms regard as adequate training programs consist of nothing more than some generalized labor-management relations data, an occasional bulletin on the subject, a pamphlet now and then, etc. Many foremen are irritated by this inadequacy.

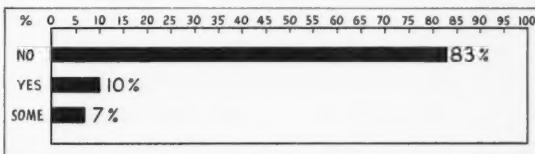
Obviously, labor relations are a vital aspect of modern industry. And the foreman is a vital link—perhaps the most important of all links—in labor-management relations because he represents the personal liaison between these two groups. Yet the foreman has not been utilized in this role, with consequent loss of his potential value here. The apparently grave mistake of management in the shoe industry is in taking the foreman's role for granted in labor-management relations. This failure to properly train foremen in modern methods of handling personnel results in a grievance loss to management. Few foremen are kept abreast of labor laws, union contracts, new methods, etc. If management were to consider the serious losses in labor turnover, grievances, loss of time in handling

"stolen" time, laxity, and poor employee attitude toward grievances, lowered productivity, reduced quality of work, management and the company, the price of foremen training in labor relations would be infinitesimal compared with the potential gains.

Training of Foremen

Question 6: Does your company provide its foremen with any kind of regular training program?

No, 83 percent. Yes, 10 percent. Some, seven percent.



This question and its answers sharply brings out a contradictory note. The foreman is a supervisor—yet little or no definite supervisory training is provided for foremen. Or, he is sometimes known as an executive—yet is given no executive training. Management apparently assumes that a man will automatically act like a supervisor or executive the moment he is given such title. Of course it does not work out this way. That few men are definitely groomed to assume a position of foreman via a concrete training program is also a sore point with foremen. That is, they are suddenly "promoted" to foreman or assistant foreman—dropped into a slot, as it were—and from there they must grope toward managerial or supervisory maturity. Some, because of malnutrition of training, never reach maturity. It is the fault of management rather than the foremen.

The large majority voting "no" said there was no specific training program designed to better coordinate the work of the foremen with over-all management. They said they were regarded chiefly as departmental "boss men"—but the procedure of bossing lacking modern or scientific methods.

Some firms make a sort of passive gesture toward foremen's "training." It may consist of stale or innocuous information passed on to the foremen—a bulletin, reprint, a list of platitudes, etc. Also, some firms misconstrue the requirements of a genuine training program. For example, some believe that a regular monthly meeting of foremen for group discussions on plant problems is synonymous with a foreman's training program. It isn't.

As several foremen brought out in their comments, failure to properly train foremen via a definite training program means that these men cannot properly train their assistants or train selected operators for foremanship. Inadequate training at the foremen's level means inadequate training of those aspiring to foremanship.

If the foreman is to become a real executive in the supervisory class, and thus contribute more profitably to the company with his services and knowledge, then he should be given a real training program designed to see factory operations as a whole—sales, costs, merchandising, purchasing profits, administration, plant layout, retail distribution, advertising, promotion, etc. In short, his education should be more rounded, more complete. The training should have a purpose and an objective, with consequent benefits to all concerned.

(Concluded on page 44)



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SUMAC TANNING

An analysis of important vegetable tannin

by

Frederic L. Hilbert

ACCORDING to what is, perhaps, the oldest method used for the classification of the tannins or tanning-principles contained in the commonly used vegetable tanning materials, sumac has always been placed in the category generally known as the pyrogallol tannins. Roughly speaking, there were two main groups or classes: (1) the pyrogallol tannins, the aqueous solutions of which gave a blue-black coloration or precipitate with iron (ferric) salts; and, (2) the catechol tannins or those which gave a green-black coloration or precipitate with iron (ferric) salts.

Toward the close of the past century, Procter, in his "Leather Industries Laboratory Book," divided the tannins into three groups, according to their reactions with various reagents: (1) catechol tannins; (2) pyrogallol tannins; and, (3) mixed tannins. As might be surmised, the "mixed tannins" were those which were made up of various proportions of catechol and pyrogallol tannins. The most important member of the group of mixed tannins is that obtained from oak bark, which usually contains about 75 percent Catechol tannin and about 25 percent pyrogallol.

The three principal tannins of the pyrogallol group are nutgalls, sumac, and chestnut. The tannin or tanning principle extracted from nutgalls is known as gallotannic acid, and is considered to be the purest form of tannin. However, its tanning or leather-making properties are limited. Because of its relatively high purity, it diffuses into hide substances very slowly, and produces a thin variety of leather. Of all vegetable tanning materials, it produces the lightest colored leather. As a matter of fact, it is nearly white.

Sumac Extract

The tannin or tanning principle extracted from sumac leaves not only produces light-colored leather but also diffuses into hide substance

rapidly. As a matter of fact, it diffuses into hide substance or gelatin jelly at a faster rate than any other vegetable tanning material. This is due to its low purity or, in other words, high non-tannin content. In the following table will be found representative analyses of Sicilian sumac leaves and the extract produced from them.

Tannin Analyses of Sicilian Sumac

	Leaves	Extract
Water	9.90	54.84
Total Solids ..	90.10	45.16
Soluble Solids .	44.46	42.90
Non-tannin ...	19.15	18.99
Tannin	25.31	23.91
Insolubles	45.64	2.26
Purity	56.93	55.73
pH	4.02	4.14

It is a well established fact that different vegetable tanning solutions penetrate hide, as well as gelatin jelly, at different rates. The increasing rate of diffusion of the commonly used vegetable tanning materials has been determined by Hoppenstedt and others to be mangrove, quebracho, hemlock, algarobilla, valonia, oak, myrobalans, chestnut, gambier, divi-divi, sumac. In other words, the rate of diffusion increases with the ratio of nontannin to tannin. This, of course, is also the order of decreasing astringency. Obviously, mangrove is the most astringent and gambier is the least astringent of the catechol tannins,

while nutgalls is the most astringent and sumac is the least astringent of the pyrogallol tannins.

Astringency is generally considered to be a function of the rate of combination of tanning and the protein matter of hide substance.

Chinese Nutgalls

The most common and valuable variety of nutgalls is that known as Chinese nutgalls. Inasmuch as they are found on the leaves and stems of certain species of *Rhus*, they are often referred to as "Chinese sumac galls." As a rule, they contain from 60 to 65 percent of gallotannic acid or tannin. As a matter of fact, Chinese nutgalls are considered to be the richest source of natural tannin, and the first material from which tannin was isolated in a comparatively pure state.

In the Table A will be found analyses of the three principal varieties of the pyrogallol group of tannins: namely, Chinese nutgalls, chestnut, and sumac.

Freudenberg, about the year 1918, suggested a classification of the tannins, according to which the tannins are divided into two main classes: hydrolyzable tannins, in which the benzene nucleus is united to a larger complex through oxygen atoms; and condensed tannins or those in which carbon linkages hold the nuclei together. As might be expected, there are tannins in which both kinds are present. The first group of tannins are readily hydrolyzed by boiling

Table A—Comparative Tannin Analyses

	Chinese Nutgalls	Chestnut	Sumac
Water	11.5	63.20	54.84
Total Solids	88.5	36.80	45.16
Soluble Solids	85.3	36.40	42.90
Non-tannin	20.3	11.09	18.99
Tannin	65.0	25.31	23.91
Insolubles	3.2	.40	2.26
Purity	77.38	69.7	55.73

water or through the action of enzymes, as in fermentation, while the condensed tannins are not readily decomposed by enzymes or other hydrolytic agents.

According to Freudenberg's classification, the tannin contained in sumac leaves may be considered to be the prototype of the hydrolyzable group, while mangrove tannin may

be considered as the prototype of the condensed tannins.

A. G. Perkin (1918) classified the tannins, and divided them into three principal categories: (1) gallo-tannins; (2) ellagi-tannins; and (3) catechol tannins. In Table B will be found some of the common tannins belonging to each class or category:

The catechol-tannins are often referred to as the phloba-tannins because they deposit phlobaphenes or, as they are commonly called in practical tanning, reds or insolubles. The phlobaphenes are often referred to as difficultly soluble tannins on the order of the anhydrides of tannin or tannic acid.

"Bloom"

The irregular deposition of bloom or ellagic acid on the surface of the leather, during the tanning process, by the so-called ellagi-tannins, interferes, to a greater or lesser extent, with the production of an even color on the grain of the leather. When the author first became interested in tanning, about fifty years ago, the presence of bloom on heavy vegetable tanned leather was considered to be an indication that oak bark had been used, to a great extent, during the tanning process. However, when chestnut wood extract began to be used, in increasingly large proportions, the deposition of bloom decreased. Hence, in order to produce bloom, tanning materials, such as valonia, were used to give the grain somewhat the color and appearance of oak tanned leather. The presence or absence of bloom on leather has no bearing on the quality or value of the leather for any given purpose.

Low Astringency of Sumac

As has been indicated, the tannin or tanning principle contained in a number of species of sumac leaves has the lowest purity and least astringency of all known vegetable tanning materials. Its chief value as a tanning agent lies in the fact that it tans or penetrates hides rapidly and produces a light, clear-colored and strong grain on the finished leather. For centuries, it has been used for tanning goatskins intended for morocco leather, for tanning goatskins and sheepskins intended for shoe upper leather, bookbinding, lining, hat sweat bands, and other purposes.

With the introduction of the chrome-tanning process, during the closing years of the past century, sumac-tanned morocco leather, for

Table B—Perkins' Classification of the Tannins

Gallo-Tannins	Ellagi-Tannins	Catechol-tannins
Produce no bloom	Produce bloom	Produce reds
Nutgalls	Myrobalans	Quebracho
Sumac	Divi-divi	Gambier
Chestnut	Valonia	Hemlock
	Oak bark	Larch
	Algarobilla	Wattle
		Eucalyptus

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shoe upper and lining purposes, gave way to what we now know as chrome-tanned glazed kid leather. As a matter of fact, the first successful chrome-tanned shoe upper leather was made from goatskins. And so it was that Philadelphia, which had for many years been the center of the morocco leather industry soon became the center of the glazed kid industry.

Of all the known tannins that from Sicilian sumac has been found the most resistant of any of the various vegetable tanning materials to the destruction action of heat, light, acid fumes, oxidizing agents. Thus, sumac-tanned leathers can be used for all purposes where lasting qualities are paramount, such as for bookbinding and upholstery leathers.

Tanning With Sumac

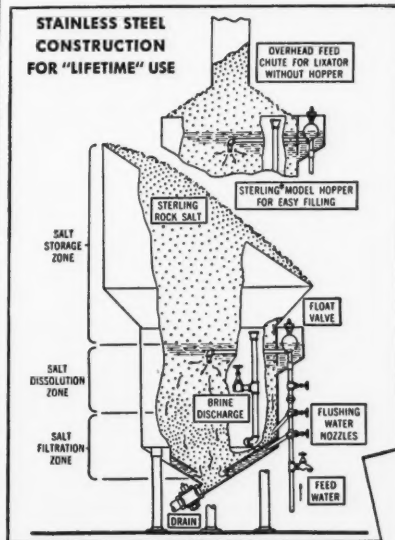
There are two principal varieties of sumac which are commonly used for tanning purposes: (1) Sicilian or imported sumac; and (2) Virginian or domestic sumac.

Generally speaking, Sicilian and Virginian sumac have similar tanning properties, and this is due to the fact that they are pyrogallol tannins. Sicilian sumac, because it produces such light colors on leather, is often referred to as "stainless" sumac. Furthermore, the leather produced by its use is somewhat fuller and mellower than that produced by domestic sumac. This is undoubtedly due to the fact that Sicilian sumac is obtained from a single species of sumac, known as *Rhus coriaria*, while domestic sumac is usually made up of a number of species, which vary greatly in their tanning properties.

Sumac is often used for the tanning of sheepskins. Hence, it might be stated at this point that there are three different types of sheepskin leather, and, briefly described they are: (1) roughly tanned or unfinished sheepskins known as basils; (2) finished and dyed, as for morocco, but with a smooth grain and known as roans; and, (3) the grain of split sheepskins, tanned and dressed, known as skivers.

All of the foregoing are tanned either by the use of sumac alone or by means of mixtures of vegetable tanning materials of which sumac may constitute a substantial portion. The most important varieties of leather in connection with which ground sumac or sumac extract are used include those intended for shoe linings, bookbindings, hat sweat bands, and so-called fancy leathers such as bag, case, and strap leathers.

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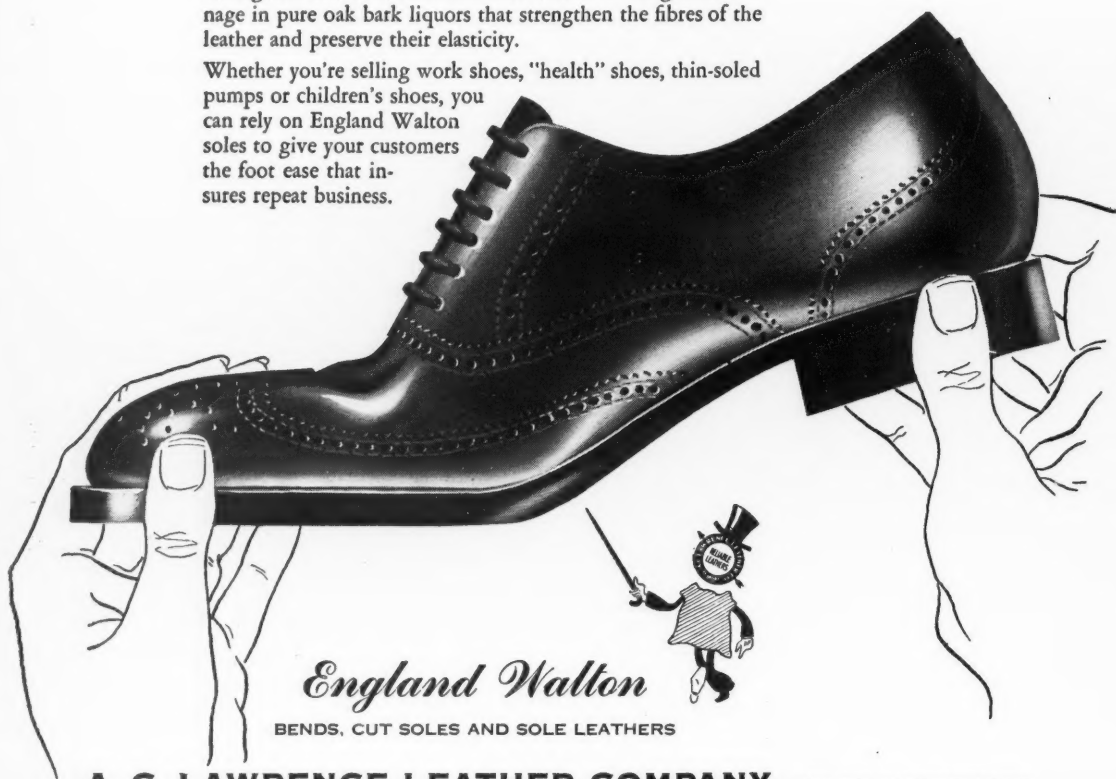
There's better business IN SOLES THAT ARE FULL OF LIFE



Soles and sales have a lot in common . . . when you sell shoes with England Walton soles.

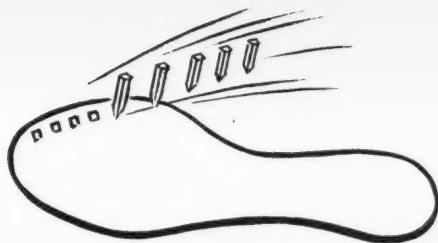
These famous sole leathers have a natural flexibility that promotes true foot comfort. Their snap and strength lasts throughout the lifetime of the shoe thanks to long-time tanning in pure oak bark liquors that strengthen the fibres of the leather and preserve their elasticity.

Whether you're selling work shoes, "health" shoes, thin-soled pumps or children's shoes, you can rely on England Walton soles to give your customers the foot ease that insures repeat business.



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LAST OF THE SHOE PEG MILLS

75 years ago 35 mills turned out 75,000 bushels of shoe pegs. Today one mill supplies much of the world with shoe pegs

THOUGH the automobile replaced the buggy, the horse is still with us. And though the "pegged process" of shoemaking has been virtually eliminated by more modern methods, there still remains one mill manufacturing wood shoe pegs—perhaps the only mill of its kind in the world. This is the Kearsage Peg Co., located on Peg Mill Street, in Bartlett, New Hampshire.

William F. Hodgkins, manager of the Kearsage mill, states that until recently Germany had a peg mill, but this plant no longer exists. And about 15 years ago a peg mill in Lisbon, N. H., next to the last in the U. S., went out of business. "That leaves only us in the field," says Hodgkins.

Nearly 100 Years Old

The Kearsage mill was established in 1865 in the village of Bartlett, nestled in the White Mountains. The mill ships wooden pegs for shoes to China, Australia, Denmark, Argentina, Turkey, Canada and Sweden. The wooden peg, for all the revolutionary changes in shoemaking over the past half century or more, is not as dead an item as is generally believed. Countless Americans wear these pegs in ski boots, in men's leather boots worn on fish wharves where salt water corrodes metal nails. There are pegs for all types of shoes subject to moisture and other exposures. There are many other uses for the wooden peg. For example, they are used for polishing

buttons, eyeglass frames and all kinds of plastics. But principally their use is in shoes.

White Birch Used

White birch is used almost exclusively in the making of these pegs. And all the wood comes from forests right at the doorstep of the mill.

The largest peg made at the mill is two inches long and five-sixteenths of an inch square; the smallest, five-sixteenths of an inch long and one-sixteenth of an inch square. Between these two extremes are 100 different sizes.

Though during the war there were 36 people employed at the mill, today there are only 10. The mill's machinery is not automatic or modern. The process is more complex than might be expected. The boiler is fed with a combination of soft coal and birch so that all waste may be utilized. The engine installed in 1886 is still going strong.

The first stage takes place in the saw room where the bark is stripped from the logs. This is the only work done by hand. Each peeled log (di-

(Continued on page 36)



Located in the heart of the White Mountains, the Kearsage Peg Mill at Bartlett, N. H. is now the only plant in the world still manufacturing shoe pegs.

"AS EASY AS ROLLING OFF A LOG"

That's how easy it is to adjust the new, vastly improved, Randall Precision Splitter to obtain the exact thickness required and maintain an absolutely uniform split. So why struggle along with machines on which the "down" (unproductive) time required for adjustments is a substantial item of expense.

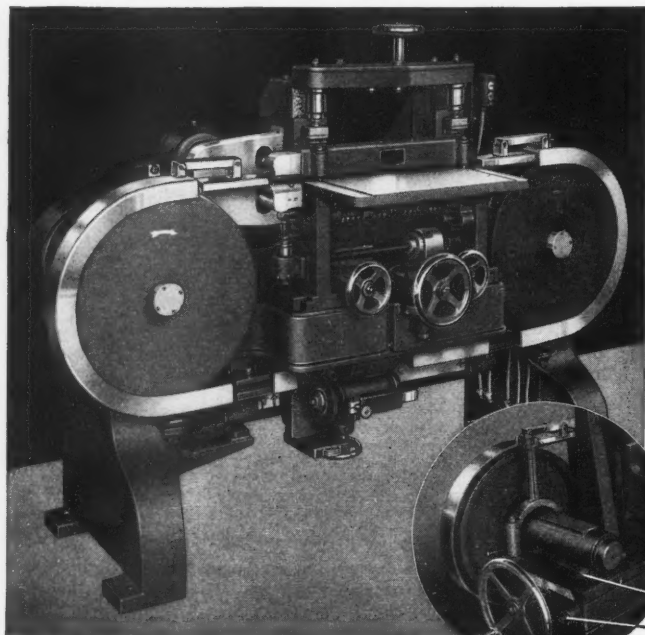
By introducing many new, exclusive mechanical features, Randall now makes it easy to split leather and other materials with a speed and accuracy never before possible, *thus materially reducing production costs.*



THE NEW

Randall
STRAIGHT TO THE MARK

Band Knife **SPLITTER**



SOLD OUTRIGHT — NO ROYALTIES

DOES YOUR SPLITTING MACHINE HAVE THESE FEATURES?

Independent Feed Roll Control which makes it possible to stop the feed rolls instantly and reverse them if necessary.

Individual Motor Drives for each unit. This eliminates complicated gearing, thus reducing vibration to a minimum and making the machine practically noiseless in operation.

A Tension Device to keep the knife taut.

A Knife Tension Indicator to provide visual means of determining correct knife tension.

Micrometer Adjustment for determining exact thickness of the split.

A 2-speed Gear Box for operating Feed Rolls.

A Universally Adjustable Head to insure accurate alignment of the Feed Rolls with the Knife.

A built-in Diamond Dressing Tool for grinding the wheels.

Sectional Feed Rolls to insure uniform split.

Drum Alignment Adjusting Screw
Knife Tension Indicator Rod
Knife Tension Adjusting Wheel

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Commerce Department's "Tentative List of Essential Activities" to be used by Department of Defense as guide for deferment of "essential" workers needs much clarification. Terminology in general too vague to offer much help to hide and skin, leather and shoe management in planning manpower needs. More details will come after President Truman receives expected controls bill from Congress.

Listing of "Leather and Leather Products, Excluding House Slippers" under Major Group 31 fails to specify whether shoe manufacturing is included as essential. However, Commerce Department official told L&S this week that shoe manufacturing included by reference under phrase "and establishments manufacturing finished leather and artificial leather products."

Manufacture of rubber footwear specifically included under Major Group 30 Rubber Products. Commerce Department says this indicates leather footwear manufacture must be included in Group 31 despite broad terminology. Also shoe materials and supplies manufacture.

Labor Department's list of 48 "critical" occupations meant primarily as guide for Defense Department but is not binding. Services still free to use own judgment as to what constitutes "key" position, defined loosely as "one which is in furtherance of military effort." Even if employee meets these conditions, he must also show he is "essential to the effectiveness of the activity" and his position cannot be filled by replacement within three months.

Neither Commerce nor Labor Department list should be regarded as future formal guide making any one industry essential—so essential that workers cannot be drafted under Selective Service System. They do indicate, however, that shoe learner problem will lose much significance once draft starts to function in high. Critical occupations list specifies that worker must have minimum training time of two years (or the equivalent in work experience). Shoe industry will not be able to count on many draft-age learners in months to come.

One bright spot in learner manpower picture. Labor Department's Bureau of Apprenticeship has formulated plans for "training in support of national defense

program." Defense training program formulated in 1948 to be put into immediate effect. Program calls for listing need of specific industries for apprenticeable critical skills, registering all apprentices now employed, and training in leadership for advanced apprentices. Latter will form core around which full scale industrial mobilization and production can take place.

Economic controls bill delegating sweeping powers including wage-price-rationing provision to President Truman now being shaped into final version. As it stands, bill calls for price ceilings to reflect prices prevailing during May 24-June 24 although roll-back not required. Wages cannot be frozen below levels of same period.

Packers, tanners and shoe manufacturers contributing share to inflationary spiral, invited early controls. Hides and skins prices up some 25% on average, leather showing similar raises and shoes now selling from 50c to \$2 more at retail.

Even though President opposes plan automatically setting wage and price controls when prices rise to 5% above June 15 levels, continued inflation and public clamor will force controls at early date. Price ceilings will necessitate immediate "stabilization" of wages. Government sources feel price controls must come by Fall, wage freeze will be delayed, "if possible" until after Nov. elections. National Hide Association looks for limitation of rawstock and finished leather inventories as one of first steps in controls.

Excess profits tax appears certain although timing not yet decided. Many tanners and shoe manufacturers favor tax, say it is inevitable. A good many feel now is the time to set this tax since today's soaring profits and capital investments provide good high base for setting excess profits taxes. On this basis, excess profits taxes will be proportionately lower than those set before World War II when earnings and capital investments were much lower.

Government appears to favor no tax on war profits before next Jan. Treasury Department now working on plan for taxing profits made on war contracts plus reinstitution of plan for renegotiation on contracts, does not plan to present bill to Congress before Jan., 1950.

HIDE PRICES, LEATHER SALES FALL

CONTROLS, HEAVY BUYING SLOW MARKET

Rawstock Price Declines Held Encouraging

News that big packer hide prices, the barometer of the hide and skin market, showed declines this week for the first time since the outbreak of the Korean war, was held as highly encouraging by trade sources.

With heavy and light native steers falling $\frac{1}{2}$ c per pound, Texas and butt branded steers and branded cows down a full cent, signs of weakness were evident throughout the hide and skin market. Calfskins generally held steady but trading, as in the big beef market, slowed considerably.

At the same time, buying in the nation's leather market showed a definite slacking off this week as both tanners and shoe manufacturers tended to hold sales down, showed a distinct aversion for heavy advance commitments. Some shoe manufacturers were willing to buy almost all the leather they could get whatever the price but these were the exception. The majority preferred to sit back and await developments.

Significant Sign

The decline in rawstock prices and slowdown in sales in both the hide and skin and leather markets were regarded as highly significant signs in what generally shaped up as a "runaway market." Trade veterans believe the sudden turnabout is due to several reasons.

1. Tanners have generally filled their rawstock requirements for months to come and find themselves with adequate if not heavy inventories.

2. The spectre of approaching price and allocation controls has caused many tanners to proceed with caution, lest they be caught with unwarranted inventories. At the same time, they fear a rollback in prices might force them to sell stocks of leather at a loss.

3. Shoe manufacturers are either

balking at high leather prices for the first time in weeks or find their inventory needs filled. Most of the shoe industry is reported to have a full 60-day supply of sole leather on hand and almost as much upper leather, enough to take care of Fall requirements. Many buyers have already contracted for a good deal of leather to be used in their Spring 1951 production.

4. Shoe manufacturers also feel that price controls are in the offing. Most manufacturers say they will welcome these controls since it will enable them to stabilize their costs as well as prices. If no controls come, they feel they may be forced to constantly adjust their prices to reflect rising leather prices. With controls, leather prices will be rolled back, they say, and give them a chance to fix their own costs.

Significantly, trading in hides futures on the New York Commodity Exchange also slowed to a mere walk this week. Whether this was to be a permanent leveling of speculative trading, influenced by impending controls, or merely a lull before renewed activity only succeeding weeks could tell.

RETAIL SALES OFF

Sales of independent retail shoe stores during the first six months of 1950 fell five percent below the same period of 1949, the Census Bureau of the Dept. of Commerce reports. In June 1950, sales averaged four percent ahead of May 1950 and three percent ahead of June a year ago.

As in wholesale sales figures, effects of "scare buying" precipitated by the Korean crisis are not yet evident.

Gains reported by individual cities for June over May are as follows: New York, 17 percent; Boston, five percent; Philadelphia, nine percent; Baltimore, 14 percent; Chicago, four percent; Minneapolis, 11 percent; Los Angeles, seven percent; and San Francisco, nine percent.

Cities which reported decreases for the month include: St. Louis, nine percent; Detroit, three percent; Washington, D. C., six percent; Dallas, 11 percent; and Seattle, 11 percent.

BOOMING RUBBER PRICES HIT SHOE INDUSTRY

Runaway Market Reaps High Profits

The nation's shoe manufacturers this week were feeling the inflationary effects of runaway speculation in the natural crude rubber market. Prices on rubber and rubber compound heels and soles were reaching for the sky, showed no signs of leveling off.

Runaway markets in this vital war material have caused prices to boom, given speculators profits as high as 940 percent. By last week, heavy speculative buying on the New York Community Exchange had lifted a Sept. delivery rubber futures contract from a previous low of 17.20 cents per pound to a new high of 54.30 cents per pound—a differential of 37.10 cents per pound.

In Exchange dealings, this meant a rise of 3710 points, bringing the value of a Sept. contract to \$8,310.40. Each point in a rubber futures contract of 22,400 pounds equals \$2.24.

Although Government officials complained bitterly about the "unwarranted speculation" in rubber and other markets, they were helpless for the moment. Washington can accelerate the reactivation of U. S. synthetic rubber plants but this takes time.

Even the board of governors of the Exchange tried—without too much success—to stem the tide of speculative profits. Last week they jumped margins to \$5000 a contract, nearly 50 percent of the contract's current value. The action marked the third margin boost in a month.

Meantime, the shoe industry was feeling the squeeze. Last year, the industry used some 177,252,000 pairs of rubbers and composition soles and approximately 350 million pairs of rubber heels, not to mention the millions of rubber soles and heels used by shoe repairmen. This year, with shoe output estimated at 5-10 million pairs higher than 1949, shoe manufacturers were wondering where the price spiral would end.

GOVERNMENT REVIEWS U. S. LEATHER SUPPLY

Holds Special Meeting With Industry Committee

In its first special meeting since the outbreak of the Korean war, the Department of Commerce's Leather Industry Advisory Committee held an important all-day session on Friday, Aug. 11, the first of an expected series of conferences devoted to the nation's wartime hide and skin and leather supplies.

Although details of the conference were not immediately available and decisions reached were held as "Restricted" information, the pre-meeting agenda was highly significant to the U. S. hide, leather and shoe industry. Julius G. Schnitzer, chief of the Commerce Department's textile and leather division, presided.

The dozen members of the Advisory Committee discussed five "Main" topics with government officials, it was learned by LEATHER AND SHOES. Under "hides and skins," they covered trend in domestic supplies, conservation and utilization of rawstock and finished leather, the need for increased imports of rawstock, and ways and means to obtain more supplies from such foreign sources as Argentina, Mexico and France.

The second topic—tanning materials—covered the decline in available domestic supplies, need for larger imports, and sources of supply in ECA countries.

Under the third topic—conservation of domestic supplies—the agenda covered the two subdivisions of ECA programs and requirements and general export demand and trade.

The fourth topic—military procurement—was broken down to the following: industry's capacity to supply the military, the need for more complete information on service requirements, and closer cooperation between the armed services and the industry on details of specification and procurement.

QM Meeting

At the same time, Brigadier General H. L. Peckham, commanding officer of the New York Quartermaster Procurement Agency, announced further progress in the industry's wartime planning. On Aug. 8, the Leather Footwear Committee of the recently organized Leather and Footwear Industrial Group of the Quartermaster Association met with QM Industrial Mobilization Planners in New York.

The meeting was the second of a series being held to outline industry mobilization planning, research and development, procurement, and specifications of leather and footwear items—all under wartime conditions. Robert C. Erb, president of J. F. McElwain Co., Nashua, N. H., and chairman of the Leather Footwear Committee, presided.

By week's end, it appeared that the Government was well on its way to defining the wartime needs and status of the hide and skin, leather and shoe industry.

INVENTORY CONTROLS DUE, SAYS HIDE GROUP

When and if President Truman clamps down controls on hides and skins, the first step will probably be to limit inventories of packers, collectors and dealers to that of any single month of the year from June 1, 1949 to May 31, 1950, according to the National Hide Association.

Basing its statement on what it terms "best advance information," the Association says packers, collectors and dealers may be allowed to select any given month during that period as basis for the inventory each may have on hand—and no more.

Four members of the NHA have been included on the proposed Domestic Hide and Skin Advisory Committee which is awaiting official Government approval.

John K. Minnoch, executive director of the Hide Association, stated that the hide industry is very likely to be given special manpower consideration "in order to produce the best hides possible in such quantities as may be required for the military." (The leather and leather products industry was listed by the Commerce Department as Major Group 31 on its list of essential industries).

Minnoch added that the NHA has called the attention of Government officials to the hardships that crippled the hide industry during World War II, particularly the lack of competent and trained manpower.

ARMY SEEKS LACES

The New York Quartermaster Procurement Office has issued invitation to bid on QM-30-28-51-108 covering the following: Item 1—Mukluk boot laces, 30", 19,440 pairs; Item 2—Mukluk boot laces, 60", 19,440 pairs; and Item 3—White spun nylon boot laces, 44", 19,440 pairs. Bids will be opened at 1:30 p.m., Aug. 15, in New York with delivery to be completed during Oct., 1950.

PATTERSON URGES HIGHER SHOE PRICES

Replacement Pricing Needed Says NSMA Economist

Prices which do not reflect raw material costs are the "real danger" the shoe industry faces today, according to John H. Patterson, economist of the National Shoe Manufacturers Association.

Patterson told the Association's board of directors at their third quarterly meeting held last week at the Waldorf-Astoria, New York City, that we need replacement pricing and we "might as well have it because it is becoming increasingly clear that lower prices do not mean more pairs used."

Prices have "declined substantially" during three of the past four years and while consumption has not increased appreciably, production has declined from 468 to 462 to 455 million pairs per year, he said. "The current year is the first one where prices have remained stable."

Although production, which during the first six months totaled 240 million pairs against 231.5 million pairs in the same period last year, "suggests that we have been making too many shoes,"

"On the one hand we have inflation, speculation and anticipatory buying," he pointed out. "On the other hand we have an abundant supply of leather and non-leather shoe materials which would suffice for civilian and foreseeable military needs."

History teaches the following lessons, Patterson added:

1. Runaway hide prices are not inevitable. The law of supply and demand might exert itself as in the first World War, or controls may be imposed as in the last World War.

2. Anticipatory buying will put hide prices up, but in the past these increases have not been reflected in the prices of shoes.

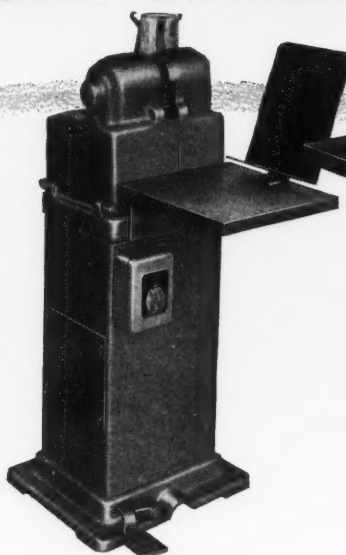
3. If there is another World War, the time to expect runaway prices is after, rather than before or during the war.

Patterson told the board that the U. S. has enough additional hides to make "as many shoes for civilians as we made last year," and in addition, provide the military with five or six million extra pairs. If raw materials continue to come in from abroad, "we should be able to make 10 or 12 million pairs of additional military footwear."

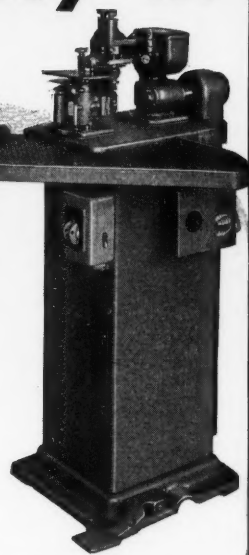
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**US/C Automatic Edge
Trimming Machine - A**



**US/C Automatic Edge
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**US/C Automatic Edge
Setting Machine - A**



Removes pre-determined amount of stock from soles with a rotary cutter or abrasive wheel and gives the proper edge character for ink receptivity. May also be used for chamfering, producing any desired angle or bevel, and for rabbeting a platform to accommodate the seam in slip-lasted footwear. Adjustable feed and trimming speeds for various materials and sole shapes.



Inks edge and rand, edge and extension to $\frac{1}{4}$ inch or chamfered portion of sole only. Assures cleaner shoe bottoms and more uniform application. High quality is evenly maintained and users experience marked decrease in ink and operating costs. Adjustable feed accommodates all materials. Easily cleaned and maintained.

in Pre-Finishing Soles Use All 3 **UNITED AUTOMATIC EDGE MAKING MACHINES**

- ★ Uniform edge *trimming* — always
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IF you now perform a pre-finishing operation on soles with the **USMC** AUTOMATIC Edge Trimming Machine you know how valuable this modern automatic equipment can be in keeping production high and operating costs

low. By going automatic all the way — you can get these production advantages in inking and setting as well.

As a unit or individually, these machines can produce 3600 and more pairs of soles per 8-hour day. All three machines are individually motor driven and give the production results you expect. With leather, rubber-like or synthetic soles the entire production is uniform and meets quality standards that cannot be accomplished by hand.

These machines can be real money savers. Why not let a United branch office representative give you additional facts on any of these machines as they apply to your situation?

**UNITED SHOE MACHINERY
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Hand work cannot as rapidly achieve such uniform quality as in the edge produced by this machine with its rotary iron. Speed adjustable for proper feeding of variety of materials, thicknesses and patterns. Heat for iron is rheostat controlled.

MOST SHOE SUPPLIES PRICES CLIMB SINCE KOREAN CRISIS

Manufacturers of shoe supplies and materials—the many small items that help determine the price of shoes—have either been forced to raise their prices in the past few weeks or expect to announce increases by early Sept.

A LEATHER AND SHOES spot survey conducted among leading shoe supplies manufacturers this week found that of some 28 shoe materials, 19 had already increased from four to 35 percent in price and another 13 expected initial or additional increases within the next few weeks. The outlook for some 15 types of supplies was regarded as "uncertain" with price rises more or less likely.

Most supplies manufacturers tempered their predictions of early increases with the arrival of possible price controls, in which case prices might be rolled back to some previous level. All were unanimous in stating that raw material costs gave them little or no choice at the moment.

By far, highest increases were reported in shoe supplies and materials which use rubber in some form. Heavy demand for crude rubber accompanied by a rise of some

300 percent and more in natural rubber prices has brought about spectacular raises in products utilizing rubber.

Manufacturers of crepe soles report they have been forced to raise their prices 30 percent and more because of the rubber situation. Most have withdrawn price lists since prices are only nominal and change from day to day. In the same way, vulcanized soles now bring 15 percent more than they did four to six weeks ago and rubber heels are up from 12-15 percent.

The change is even more radical among manufacturers of shoe adhesives. Latex prices, when available, have increased from 25-35 percent since June 24, with more increases expected. Here again, manufacturers will show no price list and are selling only to regular customers in order of importance. Neoprene, which is expected to be used more and more as natural rubber grows scarcer, is quoted 10 percent higher. Only price controls are expected to hold prices here within limits. As long as the rubber market remains a "runaway," there is little manufacturers can do to stem the rising tide.

Other supplies which utilize rubber or rubber cement in some form—such as goring, bottom filler, non-leather innersoles, some types of platforms, etc., have been forced into proportionate price increases. Innersoles are up an average eight to 10 percent; goring, 10 percent; platforms, five to 12 percent; and bottom filler, four percent. All look for additional raises by Sept.

Lasts Face Controls

Leading lasts makers report they have gone up from eight to 12 percent and with wood blocks rising steadily, expect to go even higher. Men's lasts have gained most sharply, with women's next and children's the least. Despite the increases, business has been heavy in the past few weeks with many shoe manufacturers trying to stock new styles in lasts before the Government clamps down on shoe styles and buying of new last styles.

Non-leather linings show increases of from 15-20 percent with more expected because of rising cotton markets. Cotton increases have also affected goring. Artificial leathers are up eight to 10 percent with the outlook uncertain. Bows report no change as of now but are expected to rise at least five percent by Sept. Laces are up 10 percent with the future uncertain. Shoe fabrics, which contain a cotton or rayon base, are up five percent and look for more.

Hardwood heel makers have raised prices from five to 10 percent—about two cents per pair—and expect more increases. Top lifts are also up. Pattern makers have held to the line so far but report cost increases are putting the squeeze on and will soon force them to look for increases. Heel pads and sock linings are also unchanged for the most part but with increases in the offing.

Makers of steel shanks and buckles—both users of metals—say prices are unchanged since the Korean war—but with steel and other metals facing early allocations, they fear early price rises. Fibre shanks are unchanged despite increased cotton prices but it is questionable how long they can hold to present levels. Box toes have risen about 10 percent to date.

Cleaners and polishers, including blackings, stains, etc., are unchanged in price, say leading makers, but they hasten to add that they expect to raise prices very shortly. Here again, sharp increases in the cost of raw materials are named as the villain. Price rises are expected to average five to 10 percent. The time—early Sept.

INCREASES IN SHOE SUPPLIES PRICES

(Rises since June 25)		
Item	% Up	Further increases
Wood heels	5-10	Uncertain
Lasts	8-12	Uncertain
Shoe patterns	NC*	Expected
Innersoles	8-10	Uncertain
Bottom filler	4	Expected
Bindings	5	Uncertain
Laces	10	Uncertain
Platforms	5-12	Uncertain
Cork	NC	Uncertain
Fibre shanks	NC	Expected, 5%
Steel shanks	NC	Expected
Box toes	10	Uncertain
Buckles	NC	Expected, 5-10%
Bows	NC	Expected, 5%
Cleaners, polishes, blackings, stains	NC	Expected, 5-10%
Non-leather linings	15-20	Uncertain
Cutting dies	NC	Expected
Backing	NC	Expected, 5-10%
Goring	10	Expected, 5%
Trimming, piping	10	Uncertain
Artificial leather	8-10	Uncertain
Welting	10	Uncertain
Adhesives—latex	25-35	Expected
neoprene	10	Expected
Crepe soles	30	Expected
Rubber heels	12-15	Uncertain
Rubber soles	15	Expected
Heel pads	10	Uncertain
Sock linings	10	Uncertain

*NC—No change

POPULAR PRICE SHOW SETS FASHION PLANS

Appointment of Ruth Hammer Associates, Inc., to handle fashion coordination, production, staging and publicity of the Spring '51 Fashion Show of the Popular Price Shoe Show of America has been announced by Maxwell Field and Edward Atkins, co-managers of PPSSA. The Show, sponsored jointly by the National Association of Shoe Chain Stores and the New England Shoe and Leather Association, will be held Nov. 27 at the Hotel New Yorker, New York City.

A closed meeting of a manufacturers' and retailers' style committee will be held early in Sept. to provide a round-up of Spring fashion information drawn from apparel markets in the U. S. and abroad. As part of this research, Ruth Hammer will leave for Europe Aug. 18 to study the European market.

Primary purpose of the Show, limited to members of the trade, is to give the industry a complete fashion and merchandisable presentation of shoes available from popular price manufacturers.

WHOLESALE SALES STEADY

Wholesalers' sales of shoes and other footwear for the first six months of 1950 were unchanged from the same period in 1949, the Census Bureau of the Commerce Dept. reports.

June sales of 28 reporting wholesalers were eight percent ahead of May 1950 and four percent greater than in June 1949. Dollar value of June sales, reported at \$19,513,000, was not particularly influenced by "scare buying" that developed shortly after the outbreak of the war in Korea, Census Bureau officials said. July figures, however, are expected to reflect any further developments.

End-of-month inventories in June 1950 remained about the same as in June 1949 but two percent greater than in May 1950. Stock to sales ratio was reported as 333 percent in June 1949, 345 percent in May 1950 and 323 percent in June 1950.

Sales of leather and shoe findings wholesalers during June rose three percent over June 1949 and nine percent over May 1950. For the first six months of the year, they fell one percent below a year ago. End-of-month inventories remained unchanged from May 1950 but rose one percent over June 1949.

FACTORY MANAGEMENT CONFERENCE TO EXHIBIT SHOE MATERIALS

An Educational Exhibition planned to allow manufacturers of shoe materials, supplies, machinery and equipment the opportunity to display their products to factory management executives from all parts of the nation will be one of the main features at the second Factory Management Conference to be held Dec. 4-6 at the Hotel New Yorker, New York City.

Marking the first time an exhibition of this type has been devoted exclusively to technical features of such products, the Exhibit will be staged prior to and simultaneously with the Conference from Dec. 2-6. Displays will be confined for the most part to technical improvements made in machinery and supplies utilized in the production of footwear.

Both the Conference and Exhibition are being planned to serve as a potential inspirational force in the development of new ideas, new inventions and new methods of production for the entire shoe industry.

The Conference itself will feature group discussional meetings devoted to technical and engineering problems encountered in the production of men's, women's and children's footwear. Allied topics such as personnel, cost accounting, labor contracts, purchasing procedures, tag systems, etc., will also be discussed.

Attendance at the group discussional meetings, scheduled for Monday through Wednesday, Dec. 4-6, is restricted to members of the National

Shoe Manufacturers Association, sponsoring organization.

Display rooms for the Educational Exhibition will be available from Dec. 2 through Dec. 6 with all members of the shoe and allied trades invited to attend. Reservations for exhibit rooms are now being accepted by the Association at 940 Chrysler Building, New York City.

Association officials report that the three-day Conference will be slanted toward factory superintendents, foremen, personnel, piece rate and time study individuals, and purchasing and cost accounting executives. Group meetings will promote greater participation on the part of those interested in technological research as it applies to the shoe industry.

SEEK SHOE LIQUID BIDS

The New York Quartermaster Procurement Agency has issued an invitation to bid on QM-30-28-51-84 covering a total of 6750 five-gallon containers of shoe compound refinishing liquid. Bids will be opened in New York at 3:30 p.m., Aug. 21, with delivery for Sept. 10. Procurement is for the Army.

CORRECTION: By error, it was omitted that the illustrations which accompanied the article, "Shoe Factory Coupons — Cogs In a Sound Incentive Pay System," were furnished by Hal Mather & Sons, Inc., Woodstock, Illinois.

SOLID STANDARD BRANDS	LIQUID SM SMS	POWDERED "PUREX" SMS
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In combination tannage; or in dyebath for chrome stock for better grain.

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INDUSTRY WORKERS CLIMB

Preliminary employment figures by the Labor Department for July reveal a seasonal gain in the number of workers employed in the leather and leather products industry. The continued rise in employment from May through mid-July, 1950, does not yet reflect the Korean crisis, the Department reports.

Employment in the leather and leather products industry during July totaled 393,000 workers, a gain of 12,000 over June totals of 381,000 and 10,000 over the 383,000 employed in July 1949. There were 374,000 workers employed in May 1950.

Broken down to actual production workers, the Department's figures showed 353,000 employed during July 1950 as compared to 342,000 in July a year ago, 342,000 in June 1950 and 335,000 in May 1950.

Nationally, the nation's manufacturing employment rebounded in July to 14,750,000, within a million of the postwar peak set in the Fall of 1948. The continued rise in employment, while too early to have felt the impact of the war in Korea, reveals the underlying strength of the nation's economy, which has been growing steadily since the beginning of the year, the Department states.

\$2 Million Hides, Skins For Germany

The ECA's Office of Small Business has announced that the Western Germany Import Committee has received ECA procurement authorizations to import a total of \$2 million worth of hides and skins. The contract is under ECA P.A. No. 09-470-00-6327 with terminal contract date as of Oct. 31, 1950 and terminal delivery date at Jan. 31, 1951. Bids are to be received by Aug. 11 by the appropriate functional sections of the German Ministry of Economics from German importers.

BRITISH SHOE FAIR

More than 400 firms representing the entire British footwear, leather and shoe machinery industry will take part in the 51st Shoe & Leather to be held Sept. 11-15 at Olympia, London, England. Occupying the National and Empire Halls the Fair, already the largest of its kind held in Great Britain, will be at least 50 percent larger than the previous Fair. Among the many features will be a special fashion theatre in which three mannequin parades will be held daily.

LEATHER SALES SLOWER AS MANUFACTURERS FILL FALL NEEDS

Prices Steady, Shoe Manufacturers Show Less Interest

Sole leather offal continues strong, bends mixed. Calf, sides and splits steady. Sheep leathers show advances.

Sole Leathers Mixed

Boston sole leather tanners find the bends situation perplexing. Sales have slowed along the line except in the lighter weights. Women's shoe manufacturers are most active in market, keep lighter bends moving at prices up to 73c. As a whole, buyers are less interested in heavy leathers this week, look for steady or cheaper merchandise. As a result medium and heavy bends are spotty. Mediums have been sold up to 68c but better sales are made at 65-67c. Heavy bends slower. Tanners ask up to 65c, but few sales made above 61c.

Light Bends: 70-73c
Medium Bends: 65-68c
Heavy Bends: 58-62c

Sole Leather Offal Active

Buyers show more interest after slight slowdown of week ago. Most Boston sole leather tanners find lightweight leathers moving well at stronger prices. Most sales are for Oct. or Nov. delivery. Cow bellies now bring up to 49c, steers less active but find some buyers at 47c and down. Single shoulders with heads on bring up to 61c, heavies less active. Double

roughs move best at 73c although some sales reported as high as 77c. Heads and shanks fairly active.

Bellies: Steers: 45-47c; Cows 46-49c

Single shoulders, heads on:

Light, 56-60c; Heavy, 46-50c

Double rough shoulders: 70-77c

Heads: 27-30c

Fore Shanks: 35-38c

Hind Shanks: 36-42c

Calf Leathers Steady

A steadying rawskin market this week allowed Boston calfskin tanners to keep finished leather prices at last week's level. However, shoe manufacturers are still reluctant to go along with former increases, show a tendency to wait. Many have already purchased their Fall leather requirements; others still look for controls. Tanners are showing no price lists until they are certain rawskin market has stabilized. Best grade heavyweight calf finds some sales at \$1.25 and possibly a cent or two more, but sales are slower. Women's weights move a bit faster, bring up to \$1.17. Buyers prefer cheaper grades when they can find them. Suedes at \$1.25 and down.

Men's weights: B \$1.10-1.23; C \$1.04-1.20; D .94-1.14; X .89-1.04; XX 85c

Women's weights: \$1.05 to 1.17;

C 97c-1.07; D 90c-1.02; X 80c 96c; XX 65c-78c
Suede: \$1.20-1.25N; 1.15-1.20N; 1.05-1.10N

Sheep Leathers Stronger

Boston sheep leather tanners report a continuing strong market. Raw skins continue tight and expensive, tanners must ask for 1-2c more above last week's levels to reflect rawstock costs. As a result, russets bring up to 28c with volume shoe sales at 19c and up. Boot linings active at 25c. Colored vegetable fairly active at 27c and down. Chrome linings only fair at 27-28c. Garment suede lambskin in high colors sells as high as 38-40c.

Russet linings: 28, 26, 24, 22, 20, 18, 16, 15c.

Colored vegetable linings: 27, 26, 24, 21, 19, 17, 15c

Hat sweat: 29, 27, 25, 23c

Chrome linings: 28, 26, 24c

Garment grains: 27, 25, 23, 21c

Garment suede: 28, 26, 24, 22c

Sides Active

Side leathers continue active on Boston market but sales are slower than week ago. Reports of falling prices on packer hides market causes shoe manufacturers to slow orders somewhat, expecting possible lower prices. Most buyers, however, are content to buy at present prices if they can get the leather they want. Prices remain at levels of week ago. Best tannage chrome extremes bring about 62-63c. H weight heavy aniline extremes steady at 65c and down. Corrected kips bring 67c; some sales made above this. Extremes fair at 59c. Work elk and retan still active.

Heavy Aniline Extremes: B 61-65; C 60-62; D 53-56c

Corrected Kips: B 59-67; C 57-65;

D 55-63; X 49-56c

Corrected Extremes: 51-59; 49-55;

47-53; 44-50c

Corrected Large: 45-50; 43-47;

41-45; 38-42c

Work Elk: 46-56; 44-50; 40-44c

Kid Leathers Fair

Kid leather tanners of Philadelphia report fair activity. Manufacturers who usually place blanket orders this time of year continue to do so in amounts only about 10% over size of usual orders.

Glazed selling mainly in black with some brown and blue. Prices run about the same. Tanners who had not previously increased prices have just brought their glazed prices up 2c in line with the rest of the local tanners. Suede selling somewhat, also in black. Here too prices unchanged.

Price And Trends Of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.23	98-1.15	90-1.10	95-1.15
CALF (Women's)	1.00-1.17	85-1.06	80-1.00	90-1.10
CALF SUEDE	1.20-1.25	1.10-1.20	1.10-1.15	1.05-1.30
KID (Black Glazed)	80-1.17	70-1.00	40-60	70-1.00
KID SUEDE	80-93	70-88	40-60	70-90
PATENT (Extreme)	48-56	48-56	48-56	56-66
SHEEP (Russet Linings)	19-28	18-23	18-22	19-23
KIPS (Corrected)	60-67	60-64	54-58	57-61
EXTREMES (Corrected)	51-59	49-57	45-52	48-53
WORK ELK (Corrected)	46-56	44-54	41-46	52-56
SOLE (Light Bends)	68-73	64-68	60-63	68-72
BELLIES	44-49	42-46	32-35	44-48
SHOULDERS (Dble. Rgh.)	70-77	64-72	53-58	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-25	20-25	20-23	22-24
SPLITS (Gussets)	17-22	17-21	17-19	19-20
WELTING (1/2 x 1/4)	9 1/2-10	8 3/4-9	7 3/4-8	9 1/2-10
LIGHT NATIVE COWS	31 1/2-33	26-27 1/2	22 1/2-25	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

Tanners do not anticipate any heavy business in colors after the Show.

Slipper reported selling in fair amounts at unchanged prices. Linings in good demand in lower price range. Cheaper grades scarce and tanners sell them easily. Range from 30c-50c harder to sell, with very little going at top price. Nothing reported in satin mats, and little business in crushed.

Current Average Prices

Suede: 35c-93c
 Linings: 26c-50c
 Crushed: 30c-65c
 Glazed: 32c-1.17
 Slipper: 30c-65c
 Satin Mats: 51c-1.15

Splits Still Spotty

Boston splits tanners report situation unchanged. Some selections move fairly well; others slow. In general, lighter leathers find most buyers. However, heavy suede does well up to 47c. Finished linings not too active at 25c and down. Gussets fair; bring 22c and down. Tanners watch hide market decline with interest, cannot predict what will happen to leather market as a result.

Light suede: 36-41; 34-39; 32-36c
 Heavy suede: 43-47; 41-43; 38-40c
 Retan sole: 40, 38, 35, 33, 30c
 Finished linings: 19-21; 20-23; 21-25c
 Gussets: 17-22c
 Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.
 Blue splits: Heavy, 15-16c lb.; Light, 13-14c lb.

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Use Our Special Shoe Factory Packing of Washed and Sterilized All Cotton Pastel Remnants.

Price \$30.00 per Cwt.
 Will average 4 yds. to lb.

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Belting Leathers Hectic

Belting leather tanners in Philadelphia say situation remains hectic. Prices still spiral upwards. Although packers did withdraw hides from time to time, tanners are now able to get hides but at price they consider too high. Although they could do more business than they actually are, tanners feel it is better business to take orders they can fill. Tanners won't quote prices, feeling it doesn't mean a thing.

Curriers in Philadelphia now taking orders only for what they can buy. Prices still changing. Last week curriers quoted lists. Now they say there is no use in having price lists published since changes occur with great frequency. While curriers can, in some instances, accept orders as much as three months in advance, price are left open. A New York currier who had previously raised prices 5% has now raised them 10%—but sales are subject to final confirmation.

Bag, Case and Strap

Prices up another three cents across the board. Recent sharp advances in raw materials attributed the necessity for advances. Most tanners well sold up, are booking orders on replacement costs only.

2½ ounce case	53, 50, 47c
3 ounce case	56, 53, 50c
4 ounce strap	66, 63, 60c
5 ounce strap	70, 67, 64c
6 ounce strap	73, 70, 64c

Garment Leathers Strong

Markets strong with two-cent advance reported on grain garments for colors other than black and brown. No. 2 colored grain garment leather quoted 31c; No. 3, 29c; No. 4, 26c. No change on suede but indications are that prices are higher. Horsehide leather also stronger. Average prices running from 36-38c with better grades quoted 40-42c. It is rumored that prices are even stronger on basis of actual sales.

Suede garment: 28, 26, 25c
 Garment grain: 31, 29, 26c
 (High colored grain garment 2c more)
 Average horsehide leather: 36-38c
 Very best up to: 40-42c

Work Glove Leather Firm

Extremely good demand for work glove split leathers at firm prices of 19, 18 and 17c. Horse shanks and cow bellies are somewhat inactive with prices nominally higher on shoulder splits.

Horse shanks, 50-55 avg. ft. per doz.: 25c per ft.

Cow bellies, 40-45 avg. ft. per doz.: 24c per ft.
 Cow bellies, 50-55 avg. ft. per doz.: 26c per ft.
 Shoulder Splits (Per Pound):
 No. 1's—60c
 No. 2's—50c
 No. 3's—40c
 Glove Splits (LM): 19, 18, 17c

Tanning Oils Up Again

Active demand for Tanning Oils continued with additional price advances noted this week. Denatured Olive very scarce. No offerings on Cod Oil.

Steady quotations and steady demand ruled the Tanning Materials and Tanning Extracts market.

Raw Tanning Materials

Divl Divl, shipment, bags	.....\$70.00
Wattle bark, ton	.....\$87.50 for "Fair Average" and \$65.00 for "merchandise"
Sumac, 28% leaf	.....\$72.00
30% leaf	.....\$75.00
Myrobalans, J. 1s, \$52.00-\$53.00	
(Crushed \$76.00) J. 2s	.....\$45.00
Valonia Cups, 30-32% guaranteed	.....\$52.00
Valonia Beards	.....\$78.00
Mangrove Bark, So. Am.	.....\$60.00-\$61.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	..... 3.70
Barrels c.l.	..... 4.38
Barrels, l.c.l.	..... 4.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	..... 9.60
Bags, l.c.l.	..... 10.30
Bags, less than 100 pounds	..... 15.00
Cutch, solid Borneo, 55% tannin, plus duty	..... .06%
Gambier Extract, 25% tannin, bbls.	..... .09% .12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	..... .0525
Bbls., c.l.	..... .06%
Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.	..... .06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	..... 8 5/16
Solid, clar., basis 64% tannin, c.l.	..... .09
Liquid, basis 35% tannin, bbls.	..... .08
Ground extract	..... .10%
Wattle bark, extract, solid	..... .07%
Powdered super spruce, bags, c.l. .05½; l.c.l.	..... .05%
Spruce extract, tks. f.o.b. works	..... .01%
Powdered valonia extract, 63% tannin	..... .09½

Tanners' Oils

Cod oil, Ndd., drums *
Castor oil No. 1 C.P. drs. l.c.l.	..... .20
Sulphonated castor oil, 75%	..... 19-20
Cod, sulphonated, pure 25% moisture	..... .13
Cod, sulphonated, 25% added mineral	..... .12
Cod, sulphonated, 50% added mineral	..... .11
Linseed oil tks., c.l. zone 1 drums, l.c.l.	..... .176 .198
Neatsfoot, 20° C.T.	..... .30
Neatsfoot 30° C.T.	..... .25
Neatsfoot, 40° C.T.	..... .27
Neatsfoot, prime, drums, C.L.	..... .16%
L.C.L.	..... .18%
Neatsfoot, sulphonated, 75%	..... .19
Olive, denatured, drs. gal.	..... 2.25
Waterless Moellon	..... .14
Artificial Moellon, 25% moisture	..... .13
Chamois Moellon	..... 10-11
Common degreas	..... 10-12
Neutral Degras	..... .21
Sulphonated tallow, 75%	..... .12
Sulphonated tallow, 50%	..... .09
Sponging compound	..... 11½-12
Split oil	..... 11-12
Sulphonated sperm, 25% water	..... .18
Petroleum Oils, 200 seconds visc. tks., f.o.b.	..... .12½
Petroleum Oils, 150 seconds visc. tks., f.o.b.	..... .13
Petroleum Oils, 100 seconds visc. tks., f.o.b.	..... .12

*Quotations withdrawn

Glove Leathers Climb

Most large glove plants running to capacity and turning down orders for nearby delivery. With less than four months left of the production season, stores that haven't placed orders are out of luck.

Leather prices still advancing. One producer has announced a three cent advance in cape and cabretta leather in both men's and ladies' weights. New prices as follows: No. 1, 72c; No. 2, 66c; No. 3, 60c, No. 4, 54c; No. 5, 46c, and No. 6, 30c. Not all producers have followed lead as yet.

Pigskins selling well at old prices. However, number one grade has sold at \$1.00 per foot for export. It is understood that the exporter got \$1.15 from his foreign customer. This would indicate that number one grade has advanced about 8c per foot. Men's grey suedes up 2c per foot. A clean table run now brings 36c.

562 McAn Stores Lift Shoe Prices 50c

Shoe price advances of "generally 50 cents per pair" in 562 Thom McAn retail shoe stores throughout the nation were announced this week by Melville Shoe Corp. with headquarters in New York City. Only a few styles remain unchanged while several high cost items have been advanced \$1.

President Ward Melville, in announcing the rise to McAn store managers, said it was due to "a substantial increase in the costs of leather, rubber and all other materials going into shoes."

Melville added that he saw no way the shoe industry can "avoid increased prices for finished shoes in the higher materials costs, much as it would like to do so. The increases are no more than are absolutely necessary to cover increased costs. We have increased prices with the greatest reluctance. We will lower them promptly and enthusiastically whenever our costs permit us to do so."

The increases, averaging seven to eight percent, saw Thom McAn shoes which formerly sold at \$5.95 now advanced to \$6.45. Some styles here held their former price. Some \$6.45 styles were upped to \$6.95 and those formerly selling at \$6.95 now bring \$7.45 on some lines.



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BIG PACKER HIDES SHOW DECLINE AS BUYING SURGE LEVEL

Hide Prices Off Half To One Cent In Week's Trading

Other hides slower as big packer hides weaken. Calfskin steady but not too active.

Packer Hides Down

For the first time in seven weeks big packer hide prices showed declines. Heavy and light native steers off $\frac{1}{2}$ c while heavy Texas and butt branded steers and branded cows fell a full cent per lb. Total business for week estimated at over 50,000 hides by the "Big Four" packers and about 7,000 by Midwestern outside independent packers, along with 10,000 big packer hides on the Pacific Coast.

At opening, steady money at $27\frac{1}{2}$ c obtained for big packer Omaha butt branded steers. Later, another big packer sold a mixed lot of 4,300 butt branded steers, heavy Texas steers and Colorado steers at $26\frac{1}{2}$ c, representing a cent decline on both butts and heavy Texas steers. Other business for the day featured light cows trading at steady money. Kansas City and St. Louis production brought $32\frac{1}{2}$ c. Ft. Worth production sold at $36\frac{1}{2}$ c FOB and Milwaukee at $31\frac{1}{2}$ c FOB, and 32c paid at Omaha points, all Chicago basis and considered steady. About 2,000 extreme light native steers sold at 34c, while Chicago-Omaha-St. Paul heavy native steers sold at $31\frac{1}{2}$ c, steady. Early business in Colorado

steers at 26c considered steady with last paid prices.

At mid-week, however, prices began to slip. Only one packer was active, with sales including 5,000 branded cows at $27\frac{1}{2}$ c by a big packer, off $\frac{1}{2}$ c, followed by outside independent packer business involving 3,000 Sioux Falls-Ottumwa branded cows at 27c, another half-cent off, and a full cent for the week. The same outside packer sold 1,000 Ottumwa light native steers at 32c and 1,400 Sioux Falls heavy and light native steers at 31 and 32c, respectively, off $\frac{1}{2}$ c. Other business done by the "Big Four" packer included a mixed pack of 1,000 St. Paul branded cows at 27c, 400 butt branded steers at $26\frac{1}{2}$ c and 400 Colorados at 26c, in addition to a sale of 1,200 butts at $26\frac{1}{2}$ c, all Chicago basis.

Small Packer Hides Off

Last trading ideas on 48/50 lb. average small Midwestern packer hides were between 28 and 29c selected, carload lots, FOB shipping points. This week, sellers have made some downward adjustments in their offering ideas, with the market now nominally pegged at 28c selected. Little interest noted.

Country Hides Lag

Higher ideas that sellers held during the past week no longer noted as a re-

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	31 -32	31 -32	24 $\frac{1}{2}$ -26 $\frac{1}{2}$ N	23 -24
Ex. light native steers	34N	34	29N	28 $\frac{1}{2}$ -29
Light native cows	31 $\frac{1}{2}$ -33	31 $\frac{1}{2}$ -33	26 -27 $\frac{1}{2}$ N	22 $\frac{1}{2}$ -25
Heavy native cows	31 $\frac{1}{2}$ -32	31 $\frac{1}{2}$ -32	26 -26 $\frac{1}{2}$ N	22 -23
Native bulls	20 $\frac{1}{2}$ -21	20 $\frac{1}{2}$	16 $\frac{1}{2}$ -17	16
Heavy Texas steers	26 $\frac{1}{2}$	27 $\frac{1}{2}$	23N	19 $\frac{1}{2}$
Light Texas steers	29 $\frac{1}{2}$ N	29 $\frac{1}{2}$	25N	21 $\frac{1}{2}$
Ex. light Texas steers	32N	32	28N	25 $\frac{1}{2}$
Butt branded steers ..	26 $\frac{1}{2}$	27 $\frac{1}{2}$	23N	19 $\frac{1}{2}$
Colorado steers	26	27	22 $\frac{1}{2}$ N	19
Branded cows	27	28	25 -25 $\frac{1}{2}$ N	20 $\frac{1}{2}$
Branded bulls	19 $\frac{1}{2}$ -20	19 $\frac{1}{2}$	15 $\frac{1}{2}$ -16	15
Packer calfskins	72 $\frac{1}{2}$	70 -75	62 $\frac{1}{2}$ -66	40 -50 $\frac{1}{2}$
Chicago city calfskins ..	50N	50N	42 -45	35
Packer kipskins	60	60	50	42 $\frac{1}{2}$

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Aug 10	Close Aug. 3	High For Week	Low For Week	Net Change
September	24.90T	26.00B	26.15	24.05	-110
December	24.65T	25.55B	26.15	24.50	-90
March	24.05T	24.70T	25.00	23.95	-65
June	23.60B	24.20B	24.40	24.40	-60

Total Sales: 177 lots

sult of weakness in big packer hides. At one time in recent days, market ranged between 25 and 26c flat trimmed for 48/50 lb. average Mid-western country hides, carload lots, FCB shipping points. Continued lack of tanner interest brought it down to 24 to 25c flat, with today's figure nominally pegged at 24c flat for the same weight average.

Sheep Pelts Fair

Big packers sold No. 1 shearlings at \$3.25, No. 2's at \$2.30 and No. 3's at \$1.80. The No. 1 price represented a 10-cent advance at that time. Further interest is quite heavy for No. 1's and 2's again this week, but supplies are slow in accumulating according to big producers. Production on No. 3's about completely stopped. Fall clips holding strong at \$3.40, last paid, with supplies slow in accumulating.

Calfskins Steady

Big packer calf and kipskin markets unchanged. However, one "Big Four" packer did report some export business. Included in export business was 5,300 Riverpoint production calfskins at 77½c for the lightweights and 72½c for the heavyweights, Chicago basis.

Some earlier business noted in calfskins for export involving approximately 2800 Albert Lea June production including some July's at 72½c for the heavies and 77½c for the lightweights, f.o.b. basis. In domestic market, last big packer calfskin sales established prices for Northern and

Riverpoint production at 75c for Northern lightweights and 70c for heavies, with Rivers selling at 74c for lights and 69c for heavies.

No new business noted in packer or collector calf market, New York trim basis. Current prices quoted at \$4.25 for 3-4 lbs., New York trim basis, \$4.75 for 4-5's, \$5.75 for 5-7 lbs., \$6.50 for 7-9's, and \$9.25 for 9-12's. Large collectors quoting calfskins on a New York trim basis at \$3.90 for 3-4's, \$4.75 for 4-5's, \$5.25 for 5-7's, \$6.00 for 7-9's, and \$8.25 for 9-12's.

Small packer untrimmed allweights quiet with prices nominally reported in range of 55 to 60c. City untrimmed and country untrimmed allweights quoted 50c and 35c respectively.

Kipskins Slow

One big four packer this week reported export sale involving 4,000 Northern and Riverpoint kipskins at 62½c for natives and 57½c for overweights, Chicago basis, July salting. While these prices actually represent a 2½c advance over last sales prices, they do not establish higher ideas as far as domestic market is concerned.

No domestic sales reported at press time in big packer kipskin market. Last week about 23,000 kipskins sold by the big four at prices noted at 57½c for St. Louis natives and 52½c for overweights, f.o.b. basis. Dallas-Fort Worth native kipskins sold then at 55c and overweights at 50c, f.o.b. basis. Another sale noted at 60c for Riverpoint natives involving about 5,000, with overweights bringing 55c, all Chicago basis.

No sales openly confirmed in outside markets. Small packer kipskins quoted nominally at range of 40 to 45c, while country untrimmed kipskins range from 30 to 31c. On a New York trim basis 12-17's quoted by packers at \$10.55, and 17's and up at \$12.00. Large collector kipskins quoted at \$9.00 for 12-17's and \$9.50 for 17's and up.

Horsehides Mixed

While some weakness developed this week in beef hide market, about the only noticeable change in the horsehide situation is the fact that sellers are easing up slightly on some of their fancy asking prices. While interest continues good, supplies of horsehides still very tight.

Business conducted around \$12 on good quality Northern trimmed hides averaging 70 lbs., while 60 lb. trimmed lots bring \$11.75. A premium of \$1.00 is still obtained on untrimmed lots.

Market on fronts, while very slow, is firm in price at \$8 to \$8.25. Butts, basis 22 inches and up, quoted around \$4.50.

Dry Sheepskins Up

Hair sheep markets have firmed considerably with reports that Brazil cabrettas sold at \$15 for regulars and \$17.50 for specials, basis manufacturers. No change in Cape gloves with last confirmed sales at \$20.50 cif. for Cape Town abattoirs. Nigerians, Mombasas, Mochas, dry salted Sudans, Addis-abebas, etc. varieties also firm at origin.

Pullers showing more interest in

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wool skins but relatively few purchases made. Reports from Australia say Europe and local operators taking most available supplies. At last Sydney sale, 25,500 skins sold at one to four pence higher with best descriptions mostly affected. At Melbourne sale, prices one to two pence higher. Cape long wool merinos, 1½-2 inches, 70% sound, 30% damaged, held at 56c and medium wool merinos, 1-1½", 50/50, held at 44c. Offerings of Punta Arenas half wool and up pulling skins at 52½c fob. Punta Arenas with local industry paying 54½c ex-warehouse.

Shearling market strong. Some offerings of Capes, ¼-½ inch at 30 pence, with sales made to Europe at equivalent c&f. basis. The ½-1½ inch held at 48c. Montevideo shearlings ½-1½ inch offered at \$2.50 per skin, c&f. with the ¼-½ inch at \$1.70. Mouton first assortment held at \$3.60 and No. 2s at \$3.20 per piece.

Reptiles Stronger

Market has advanced 10-12% on sales and offers. Negotiations pending for giboias at 92c fob., and sale made though most sellers have been talking \$1.00 fob. and higher.

India market much stronger with very few offers of Madras bark tanned whips. Shippers claim nothing available for shipment within 30 or 45 days. Late sales of 4 inches up, averaging 4½ inches, 70/30 selection, at 95c. Similar cobras sold at 70-75c while late offers of vipers, 4½ inches up, averaging 5½ inches at 40-45c. Larger sizes quoted proportionately higher and not many available.

Offer Pickled Skins

The sixth New Zealand auction to be held on August 23rd will offer 11,300 dozen North Island, 10,850 dozen South Island sheep, totaling 22,150 dozen and 22,350 dozen North Island, 55,000 South Island lambs, totaling 77,350 dozen.

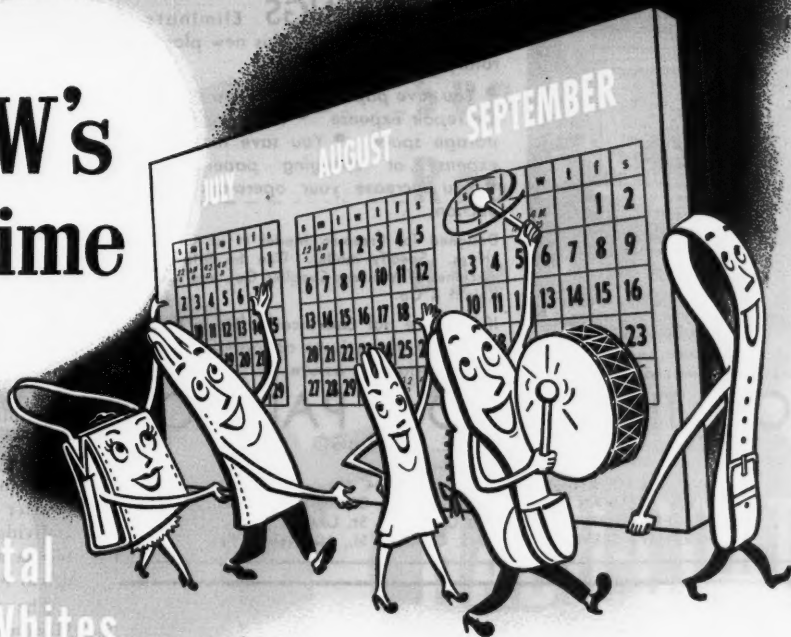
Deerskins Static

Offers continue small. Some business in Para 'jacks' at 70c fob., basis importers. Large tanners still waiting; claim they have enough leather on hand to take care of immediate demands. They do not want to be caught with high priced inventory. Dealers, who continually sell inventories, replace at the best possible levels.

Pigskins Limited

Operators complain of lack of offerings. Europe an active buyer at primary markets and paying higher prices to obtain most available supplies.

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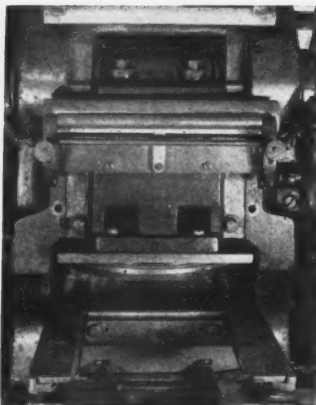
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LYNN INNERSOLE CO., ALLSTON, MASS.

LYNN INNERSOLES PLATFORMS WEDGIES

WOODEN PEG MILL

(Continued from page 19)

ameters vary from eight to 12 inches) has a slender slab cut lengthwise from it so as to lie flat and steady when sliced into circular blocks whose thickness depends upon the length of the peg to be made. Conveyor belts carry these blocks to pointing machines where V-shaped grooves are cut into a surface of the wood. Similar indentations are cut at right angles to the first lines or grooves. One face of the wood is checker-boarded with sharp points, each eventually to be the driven end of a peg.

Finishing Operations

In the final operation heavy knives resembling commercial paper cutters split along the grooved lines one-third of the way through the wood. The block is then turned around a quarter turn and split the other way. Individual pegs separate when the blocks are sent into revolving cylindrical wire cages.

The pegs are loaded into sacks. Standard size is 96 pounds. The smallest order accepted is for a half bushel or 12 pounds. After that the packages come in multiples of 24 pounds up to 120 pounds or five bushels of pegs.

The pegs are dried in revolving drums. Hot air is forced through by a blower. The duration of the drying period depends upon the size of the peg. An hour and a half for the smallest, five hours for the largest.

Pegged Process Old

The pegged process is one of the oldest forms of sole attachment and was the first to be mechanized. Previous to 1820, shoemakers cut their own pegs by hand, perforated the sole edge by hand with an awl, and pounded the pegs tightly into the awl holes. The principle of the pegged attachment was exactly the same as that of the sewed attachment; the peg or thread held the leather parts together when new because of their tight insertion into moist and swollen leather. When the leather dried, the pegs were made very secure. However, because of the lack of uniformity in the size of the hand-made holes and the pegs used, the upper and sole frequently came apart after the shoe was worn. Modern mechanical methods gradually overcame this obstacle. Today, a modern pegging machine used in making certain types of shoes cuts pegs.

(Concluded on page 42)

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News Quicks

About people and happenings coast to coast

Illinois

• **Louis J. Huch**, president of Huch Leather Company, Chicago, who became ill three weeks ago is steadily improving. He will be released from the hospital shortly.

Massachusetts

• **Trevor A. Cushman** has been appointed manager of the foreign department of United Shoe Machinery Corp. He succeeds **William J. Conner** who has retired after more than 50 years of continuous service. Cushman is a graduate of Yale, class of 1909, and joined USMC immediately upon graduation. Conner entered the corporation at the time of its organization in 1899, was appointed manager of the foreign department.

• **A. Sandler's** new shoe firm to be opened soon in Haverhill will be known as **Sandler Rustic Shoe Co., Inc.** Incorporation papers have already been filed in Boston, according to Jack Sandler, president. Operations are tentatively scheduled to begin some time after Sept.

• **Hartnett Tanning Company**, Ayer manufacturing affiliate of Colonial Tanning Company, has awarded a contract for the construction of a new hide house and manufacturing building on its premises, according to Edwin B. Coltin, treasurer.

• **Wrennie Leather Company** has filed incorporation papers to deal in leather hides and belting at 31 Exchange St., Lynn. Incorporators are James W. Santry, Jr., Daniel Santry, and Gertrude D. Handren. Capitalization is 1500 shares of \$100 par value stock.

• **Colonial Tanning Company's** split division is reported to have shipped 1,348,997 feet of leather during July, the largest month in its history. The split division manufactures suede splits, innersole splits, natural sole splits and ooze linings.

• **Bruce Currie** has been named general assistant to **W. Harvey Moody**,

recently-appointed executive vice president and general manager of Heywood Boot & Shoe Co. Currie will resign his present position in charge of the bench-made and advertising departments of French, Shriner & Urner Co. in time to join Heywood on Aug. 14. He will supervise styling and promotion of the Matrix and Heywood lines in addition to his other duties at Heywood.

• **Bradley Dewey, Jr.**, has been appointed manager of the Cryovac Division of Dewey and Almy Chemical Co., Cambridge. Dewey will head up

L and S

DON'T MISS THESE

Aug. 19 Features

"Rabbit Skin Tanning — A Growing Venture," by Charles M. Proctor. Everybody seems to be getting into the act. Here's a brief, practical method of processing rabbit skins.

"What The Shoe Foremen Think Of Management"—Part 3, conclusion of the series. Is the foreman an executive or supervisory? What are his chances of advancement? What can be done to improve foremen-management relations?

"New Ideas In Shoe Construction." Two new technological advances to make better shoes at less cost; one deals with Slip-Lasted Construction, the other with Outsole and Insole Attachment.

L and S

the sales, manufacturing and research activities of the division.

• **Goody Shoes, Inc.**, will manufacture boots, shoes, slippers, sandals and leather goods for wholesalers and retailers at 85 Devonshire St., Boston. President of the newly-incorporated concern is Francis S. White; Jerome E. Rosen is treasurer.

• **Leslie Shoe Co.** at 28 Duncan St., Haverhill, has been approved by the Massachusetts Department of Corporations. The firm will manufacture footwear and accessories. Hyman S. Kesslen is president and Harry Kesslen is treasurer.

• **R.O.K. Shoes, Inc.**, will manufacture footwear at 16 Lincoln St., Boston. Jerome A. Rubico is president, George Owen, Jr., is vice president, and Edwin M. Kaufman is treasurer.

New York

• **Hercules Shoe Mfg. Corp.** will move its office and factory at 10 Bleeker St., New York City, to new and larger quarters at 85 North 3rd St., Brooklyn 11.

• **The New York Guild of Better Shoe Manufacturers** has scheduled its Cruise, Evening and Advance Spring Opening during the week of Sept. 11. Some 12 firms will hold showings in their own showrooms.

• **Goody Shoes, Inc.**, has been opened in the Marbridge Bldg., New York City, to handle low priced ballet shoes and casuals at wholesale. Irving Goodman, former buyer with Hearn Department Stores, is principal.

• **Monroe Footwear, Inc.**, New York City footwear manufacturer located at 435 Broadway West, has been adjudicated bankrupt. Trustee has been appointed under bond of \$5000.

• **Nancy Shoe Co.**, Hoosick Falls, is now receiving applications for employment at its new factory on Mechanic St. The firm, which plans to employ about 75 workers in the manufacture of casuals, is occupying the building which formerly housed B. & M. Shoe Co. Grant H. Bishop is president; William Hurley is secretary-treasurer; and Paul Schaeffer and Max Bohm are directors.



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Wisconsin

• **August C. Orthmann**, well-known consulting tanning chemist, has returned to business after 18 months of rest and inactivity. He will again service clients in the East and Middle West.

• **The New York Superintendents' & Foremen's Association** will hold its Annual Dinner Oct. 21 at the Hotel Commodore. Tickets have been sent to members and allied trades as well as shoe manufacturers and hide and leather importers. A special SFA committee is working on the organization's Journal which will be issued at the dinner. Proceeds of the Journal will be used for welfare and other funds.

• The Tanners' Council announces that 92 member-tanners have already reserved space at the coming **Leather Show** to be held at the Waldorf-Astoria, New York, Sept. 6-7. Registration to date has already exceeded that of last March by two.

• **Joseph Starr**, formerly of Mackey-Starr, Inc., and **Seymour Troy** of Troylings are preparing to open a new footwear firm under the style of **Hand Made Shoes, Inc.**, it is reported.

• **Hugh M. Laird**, New York office manager for Bristol Manufacturing Corp., Bristol, R. I., has been named vice president of the firm which manufactures waterproof footwear and fabrics. Laird will also continue in his capacity as New York office manager.

• **Richard S. Light** has been named vice president in charge of production at Clinton Foods Inc., and **R. C. Higgins** has been appointed sales manager for the northwest district of the corn processing division with headquarters in Minneapolis, Minn.

• **Imperial Shoe Corp.** has been formed to manufacture shoes at 320 Broadway, New York City. **J. Zeltmann** is principal.

Pennsylvania

• **D. C. Miner** and **William K. Barclay, Jr.**, have been elected director of E. F. Houghton & Co., Philadelphia manufacturer of industrial leathers and oils. Miner is the firm's advertising manager and a member of the firm since 1934. He is also president of Exhibitors Advisory Council, a director of National Industrial Advertising Association and past president and director of Eastern Industrial Advertisers, Philadelphia chapter of

Tennessee

• **Jack Braden**, formerly director of shoe design for General Shoe Corp., Nashville, has been promoted to vice president in charge of sales development.

Michigan

• **Julian B. Hatton, Jr.**, assistant to the president of Eagle-Ottawa Leather Co., Grand Haven, has been elected treasurer to succeed the late **Bruno Peter**, secretary-treasurer for many years, who died July 24. **E. O. Harbeck**, purchasing agent, has been named secretary.

Ohio

• **J. O. Flobeck**, engaged in sales and service work with the chemical industry in the East for more than 20 years, has joined the New York-New England branch office staff of Diamond Alkali Co., New York, in a special sales capacity. He is leaving Sessions-Gifford Company, Inc., Providence, R. I., chemical distributors, with whom he had served as sales manager since 1947.

• A technical bulletin on **Pliolite S-6B**, a new rubber reinforcing resin which improves production processing of shoe sole stocks, has been made available by the chemical division of The Goodyear Tire & Rubber Co. The bulletin is coded Techni-Guide 601-B. The new resin gives greater plasticizing action at lower processing temperatures, making its use possible in shorter and more rapid mixing cycles.

Washington, D. C.

• **ECA's Office of Small Business** reports that American companies are taking advantage of new legislation which permits ECA to guarantee the convertibility of investment in or licensing of techniques, patents and processes in ERP countries. Many American companies and foreign firms are being brought together under new program to arrange direct investment or licensing arrangements.

• **ECA's Office of Small Business** has also released "Directory of Austrian Importers of ECA-financed Commodities." New 50-page booklet is available to every American company engaged in or contemplating trade with Austria. Copies of booklet obtainable at Department of Commerce Field Offices.

Missouri

• **Meier and Berry Leather Company**, St. Louis, has opened an office in Nashville, Tenn., at 305 11th Ave., South. The office, supervised by Ben W. Thompson, will serve Tennessee accounts.

ARTHUR C. TRASK AND SONS

Exclusive Distributors

PURE CHESTNUT EXTRACTS

LIQUID OR
POWDER

MANUFACTURED
BY THE . . .

CHAMPION PAPER AND FIBRE CO.

(CANTON DIVISION)
CANTON, NO. CAROLINA

SOLE MANUFACTURERS

BLUDTAN

TM Reg. U.S. Pat. off.

BLOOD DECOLORIZED CHESTNUT EXTRACT



ARTHUR C. TRASK & SONS
4103 S. LA SALLE ST.
CHICAGO 9, ILL.

ARTHUR C. TRASK
& SONS CORP.
41 TREMONT ST.
BOSTON

DYEWOOD AND TANNING EXTRACTS

SUMAC • QUEBRACHO • GAMBIER
FUSTIC • MYRABOLAM • HYPERNIC
HEMATINE • WATTLE • TANNIC ACID

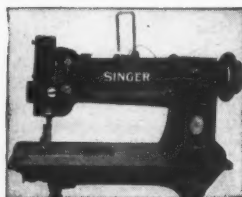
YOUNG EXTRACTS HAVE BEEN SERVING THE
INDUSTRY FOR MORE THAN 80 YEARS

the J. S. YOUNG CO.

2701 BOSTON ST., BALTIMORE 24, MD.
PHILADELPHIA, PA. • CHICAGO, ILL.
PATERSON, N. J. • BOSTON, MASS.

SHOE, SLIPPER, RUBBER FOOTWEAR MACHINERY

• COMPO • McKAY • WELT processes



REBUILT

with

ENGINEERED PRECISION
for Superior Service

Substantial Savings

Inquire Dept. LS



**WIDE
ASSORTMENT**

Always
Available
for
**IMMEDIATE
SHIPMENT**

M. ITZKOWITZ & SONS, INC.

Established 1899

40 West 25th Street • New York 10, N. Y.

Cable: MACHSEWING - NEW YORK

Renowned half a century for integrity
and cooperative spirit

**IMPORTERS
and
MANUFACTURERS**

Tanners Extracts

**QUEBRACHO
LIQUID · POWDER**
WATTLE · CHESTNUT · SUMAC

Estab.
1887

**STANDARD DYEWOOD
COMPANY, INC.**

40 LOCUST STREET • MEDFORD • MASS.

**Paul Gallagher
& Co., Inc.**

DEALERS IN
DOMESTIC & FOREIGN

Pickled Sheep Skins

PEABODY, MASS.

BEWARE OF SUBSTITUTES FOR

**TACCO
SOLUBLE CLAY**
THERE IS ONLY ONE "TACCO"

**THE AMERICAN COLOR
& CHEMICAL CO.**

Sole Distributors to the Leather

Industry
172-174 Purchase Street
Tel. Liberty 0517 Boston, Mass.

Wisconsin

• Gockler Shoe Co. has begun operations at the former Cedarburg plant of Musebeck Shoe Co. The new firm which will manufacture infants' shoes, is headed by Rupert Gocker, former Musebeck superintendent.

Canada

• A Montreal syndicate headed by Credit Interprovincial, Ltd., investment bankers, has acquired control of Slater Shoe Company (Canada) Ltd., with main plant in Montreal. The firm has been privately owned although out of the hands of the Slater family for some years. No new financing is contemplated at present.

WOODEN PEG MILL

(Concluded from Page 36)

drives them and cuts them off inside the shoe at a rate of 250 a minute.

The first machine for cutting wooden pegs was perfected in 1820. This was followed by the first pegging machine, introduced in 1833 by Samuel Preston, a Massachusetts shoe manufacturer. More modern pegging machines were introduced in 1850-51. B. F. Sturtevant, who was to become a leading manufacturer of blowers and dust collectors, added greatly to the value of the pegging machines by the invention of peg strips—ribbons of wood that were automatically cut just before the peg was driven into the sole. By 1875 there were 35 peg mills in the U. S., making about 75,000 bushels of shoe pegs a year.

Although pegged shoes could be sold at low prices, consumers preferred the McKay sewed shoes which had come into mass production shortly after Elias Howe, Jr., invented his sewing machine in 1846. The manufacture of pegged shoes rapidly declined and almost disappeared after 1880.

Kearsarge Hangs On

Nevertheless, today there are still enough pegged shoes made in the U. S. and other countries to justify the profitable existence of the Kearsarge mill. The company, with offices in Boston, continues to do business all over the world. William Hodgkins, whose father retired in 1943, has worked in the peg mill for the past 27 years, succeeding his father as manager.

"For all the changes in the world," says Hodgkins, "some things will always be with us. And it looks as though the shoe peg is one of them."

Now...

United Taped Shanks plus Big Markings For Easy Identification



Note the large easy-to-read numbers. Up to five numerals and letters may be used to show last, shoe style, shank size or almost any desired combination of essential information.

GET ALL These Advantages With Taped Shanks

- Quick identification.
- No shanks weakened due to stamping in the metal.
- Proper fitting because the right shank is in the shoe.
- Aids inventory control.
- Better adhesion when inserted with cement.
- Reduced possibilities of squeaking.

The plus values of prominent and more complete markings are now available when you specify United taped shanks.

United's new combined method of taping and marking gives you the marking at no extra cost.

Your system of shank marking can be clearly visible on the shank until bottoming. Operators and foremen have a constant check that the right shank is in use.

Complete information about this helpful development may be obtained from your nearest United branch office.

United Shoe Machinery Corporation

Boston, Massachusetts

Makers of clean, strong, uniform Vita-tempered steel shanks

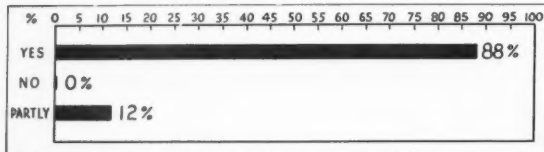
WHAT SHOE FOREMEN . . .

(Concluded from page 13)

To Hire and Fire

Question 7: Do you think that the foreman should have the authority to hire and fire in his department?

Yes, 88 percent. Partly, 12 percent. No, none.



Those voting "yes" were very emphatic in their answers. Whereas the foreman is wholly responsible for his department and what happens in it, he feels that he should be delegated a corresponding authority so that he can stand fully on his responsibility. This authority should include the right to hire and fire. Lack of such authority, said many, leaves the foreman impotent, reduces effectiveness in labor relations, reduces employee discipline and respect. Moreover, many feel that the foreman is in the best position to judge his workers, especially in the matter of firing.

The 12 percent voting "partly" feel that the foreman should have the right to fire, but not necessarily to hire. These comments came chiefly from foremen in the larger plants where hiring is done usually by a personnel manager, or perhaps by the superintendent. The foremen here are willing to concede this point—though many said that they still should have a look-see at the candidate and pass final judgment.

Why don't You Buy that Machinery you NEED so MUCH?

... or—sell your old, or re-modeled equipment you do not need.

Here's the simple way to do it: Insert "Want Ads" in **LEATHER AND SHOES** — the Weekly that goes to just about everybody in the shoe and leather industry.

Try this effective way of contacting possible buyers. Why not send that "Want Ad"—today—to the publishers of

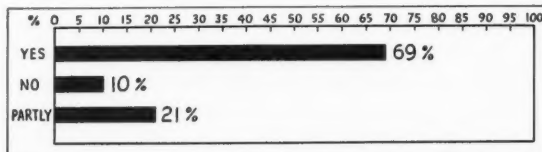
LEATHER and SHOES
300 West Adams St.
Chicago 6, Ill.

However, in the average or smaller factory, the foremen feel they should have authority both to hire and fire. Some foremen expressed caution about this, saying that a few foremen might play favorites in the hiring, or allow personal grudges or feelings to shade decisions in firing.

Who Has Authority?

Question 7a: In your company are you given the authority to hire and fire?

Yes, 69 percent. Partly, 21 percent. No, 10 percent.



Most shoe foremen are given the authority to hire and fire in their departments. This applies particularly to the medium-sized plants. The group voting "partly" came chiefly from larger plants where foremen can discharge employees but the hiring is done by the personnel department. But in some of these cases the foremen are given the privilege of refusing someone hired by the personnel department. That is, the new man is subject to the foreman's approval.

The "no" group was representative more of the smaller factories where the boss or front office would do the hiring in many instances. The foremen in these plants strongly resent this practice.

Then, in some plants there appears to be no policy in this matter. Sometimes the hiring and/or firing is done by the front office, sometimes by the foreman or the superintendent. This irregular policy does not set well with the foremen.

The superintendent often has the final say in the firing, and often in the hiring. The foreman in these cases hires or fires "with reservations."

A gripe of the foreman is that sometimes when he fires a man, the superintendent or front office may re-hire him. This, say the foremen, badly undermines the morale and authority of the foreman in his department. Another complaint: if the front office wants to keep a man, he stays. If they want him fired, the foreman must do it. This kind of "authority" is unfair.

The role of the unions came in for frequent mention. In some plants the unions govern or strongly influence hiring and firing procedure. New workers in a department are brought in by the unions on a seniority basis. These workers may be drawn in from "outside" or from other departments in the same plant that aren't busy. The union does the selecting of personnel, practically, with the operators being shifted from one department to another. This, the foremen feel, is definitely poor policy, causing inefficiency.

On firing, it is a drawn-out process with the unions. The latter may resist efforts to get rid of incompetents or undesired operators. Here the foreman is bitter about such policy—about the unions, about front-office management condoning this practice. Firing, even when fully justifiable, is difficult with some union locals. The foremen feel that the front office and the union officials, along with the foremen, should work out a clearer, fairer policy regarding the union's hand in hiring and firing.

(Note: The next and concluding article on this series will appear in the next issue of *Leather And Shoes*.)

CLASSIFIED ADVERTISING

Wanted and For Sale

Wanted To Buy Or Rent Medium Sized Tannery

of upper leather—by two well experienced technicians. Cash proposition. Will also consider partnership. Write Box Z-19, c/o leather and Shoes, 20 Vesey St., N. Y. 7.

Agents Wanted

AGENTS WANTED for a line of leather and composition counters, children's and slipper leather outsoles, uplifts, leather wedges, and toplifts of all descriptions. For upstate New York, Metropolitan New York, Pennsylvania, Oregon, and Washington. Straight commission basis. Give experience and references. Address G-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Complete Tannery or Individual Machines for Sale

100 miles from Montreal, Canada, suitable for sheepskin processing mechanical leather or similar lines. 4—Big Wooden Paddies; 3—Drums; 3—Electric Motors; 1—64" Fleshing Machine; 1—Splitting Machine 64"; 1—Drum Setting Out Machine 72"; 1—Heavy Jack; 1—Shaving Machine; 1—Siocomb Staking Machine; 2—Pendulum Presses; 1—Unhairing Machine; 1—Buffing Machine; 1—Centrifuge; 1—Mixer & Barrel; 2—Pumps; 3—Bleaching Tanks. Note: The above items are for sale either together or individually. Address G-24, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Representatives Wanted

COMMISSION SALES REPRESENTATIVES calling on leather and findings jobbers to sell reliable and important line of men's and ladies' toplifts, taps, strips, etc. State territory you cover. Only reliable people need apply. Address G-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Setting or Putting-Out Mchs.

FOR SALE: Four Travis & Ozko 54-inch Setting or Putting-Out Machines. All in working condition.

Address H-7,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Tannery for Rent

FOR RENT: Tannery in Vancouver, Canada. Sole and waterproof sides. 500 hides per month. Room for expansion.

Address H-9,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Contract Finishing

CONTRACT FINISHING on shoe linings wanted. Apply to

SALEM LEATHER CO.,
3 Tremont Place,
Salem, Mass.

Splits Wanted

WANTED: Heavy Splits in the blue or pickle.

Address H-3,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Show This to Your Boss

HE'LL REWARD YOU with a better job if you have the answers on how to CUT LABOR COSTS. Pay bigger wages to more efficient workers. Pay more to those who do more. Use simple incentive system which brings out efficiency of individual workers. Use serially numbered "Work-N-Pay Tickets" together with rapid sight-checking aids. We sell large and small shoe mfrs. coast to coast. Samples and instructions free if you write us on business letterhead, otherwise 25c if for students and private persons. No salesman will call. HM&S, P.O. 470, Woodstock, Ill.

Contract Tanning & Finishing

WE HAVE available time in our shop for contract tanning and finishing of Goat, Sheep, Splits & Skivers; Retanning of Bark, Chrome, Grains, or Splits.

SAMOS LEATHER CO., INC.,
110 VESEY ST., NEWARK 5, N. J.
Phone: Market 2-9682.

Help Wanted

Supt. Counter Factory

WANTED: Supt. Counter Factory. Man who understands how to make sole leather and fibre counters. Must be a good trainer of help and understand how to set up counter machinery. Give age, experience, and references. Address G-25, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Salesman Wanted

SALESMEN who are now calling on shoe factories to carry our Repair Crayons. Liberal commission. Write for information and samples.

Address H-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.



Situations Wanted

Do Results Meet Your Desire?

IF NOT, a frank discussion with this Middle-west shoe factory Superintendent could very well help. Address G-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Factory & Office Man

POSITION WANTED: 26 years of practical experience in shoe factory details. Production controls—detail or breakdown shoes for cost, material, or ticket writing. Have purchased materials. Supervised large office, together with credit and adjustment work. Prefer St. Louis territory. Address H-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

- SPRUCE EXTRACT
- POWDERED SUPER SPRUCE
- LACTANX

ROBESON PROCESS COMPANY

GENERAL OFFICES
500 Fifth Avenue
New York 16, N. Y.

OPERATING PLANT AT
Erie, Pa.

LEATHER SPECIALTIES PROCESS DEVELOPMENT PURE-TAN (QUEBRACHO CRYSTALS)

GEORGE H.
GRISWOLD
14 Franklin St. Salem, Mass.

Use L&S WANT ADS
for expert help, selling
agents, representatives, etc.

They get results—
only \$2.50 per inch

Send copy to Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Coming Events

Aug. 21-25, 1950—National Luggage and Leather Goods Show, sponsored by Luggage & Leather Goods Manufacturers of America, Inc. Palmer House, Chicago, Ill.

Sept. 1-30, 1950—Child Foot Health Month.

Sept. 5-7, 1950—Shoe Travelers Assn. of Chicago Showing, Morrison Hotel, Chicago.

Sept. 5-7, 1950—Allied Shoe Products & Style Exhibit for Spring, Hotel Belmont Plaza, New York City.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf Astoria Hotel, N. Y.

Sept. 10-12, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Oct. 15-19, 1950—Advance Spring Shoe Showing, sponsored by New England Shoe and Leather Assn., Hotels Statler and Touraine, Boston.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retailers. Sponsored by Canadian Shoe Council, Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America, Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show, Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 26-30, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Dec. 4-6, 1950—Factory Management Conference, sponsored by National Shoe Manufacturers Assn. Hotel New Yorker, New York City.

BUCKLES BY
ORMOND
Roller-Non Roller
Steel or Brass Base
Graceful lines Smooth metal work
Fine finishes Formed tongues

Gilt Bronze
Nickel Gunmetal Colors
Representatives in all centers

Complete **Ormond** Write for
line MANUFACTURING COMPANY Samples

242 Canal Street New York 13 N. Y.

Deaths

Edwin S. Cavett

... 51, sales representative in New England and New York for Mutual Chemical Company of America during the past 13 years, died July 26 in Beverly (Mass.) Hospital. Cavett was a native of Cincinnati, O., and attended the University of Cincinnati, graduating as a Chemical Engineer. He majored in Leather Chemistry and was a member of the American Leather Chemists Association.

Prior to joining Mutual, he had served as a leather chemist with the American Oak Leather Co., Cincinnati, and A. C. Lawrence Leather Co., Peabody, Mass. He leaves his wife, two daughters and a son.

Albert B. Hesse

... 61, shoe factory foreman, died suddenly July 28 at his home in Belleville, Ind. Hesse had been employed at the Belleville Shoe Manufacturing Co. for the past 40 years and was foreman of the bottoming department at the time of his death. He leaves his wife, Adele M.; and a son, Don W.

Leon J. Winegar

... 60, foreman of the fitting department at the Olney, Ill., plant of International Shoe Co. for the past 25 years, died at his home in Olney recently. He had been in ill health for some time and was under a doctor's care. He leaves his wife, Mabel; and a sister, Mrs. Sandra Mounts of California.

Bruno Peter

... 68, secretary-treasurer of the Eagle-Ottawa Leather Co., Grand Haven, Mich., died recently at his home in Grand Haven. A veteran of many years service with the leather firm, he was a former mayor of Grand Haven and also served as a city councilman. He was active in political and civic affairs. Born in Germany, he came to the U. S. in 1887. He leaves his wife, Clara, and one daughter.

THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

WRINGER

Quirin Leather Press Co.
Olean, New York

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TABER PUMPS

● Have been meeting the special requirements of the Tannery since 1859 . . . Write for Bulletin TP-629.

TABER PUMP CO
(Est. 1859)

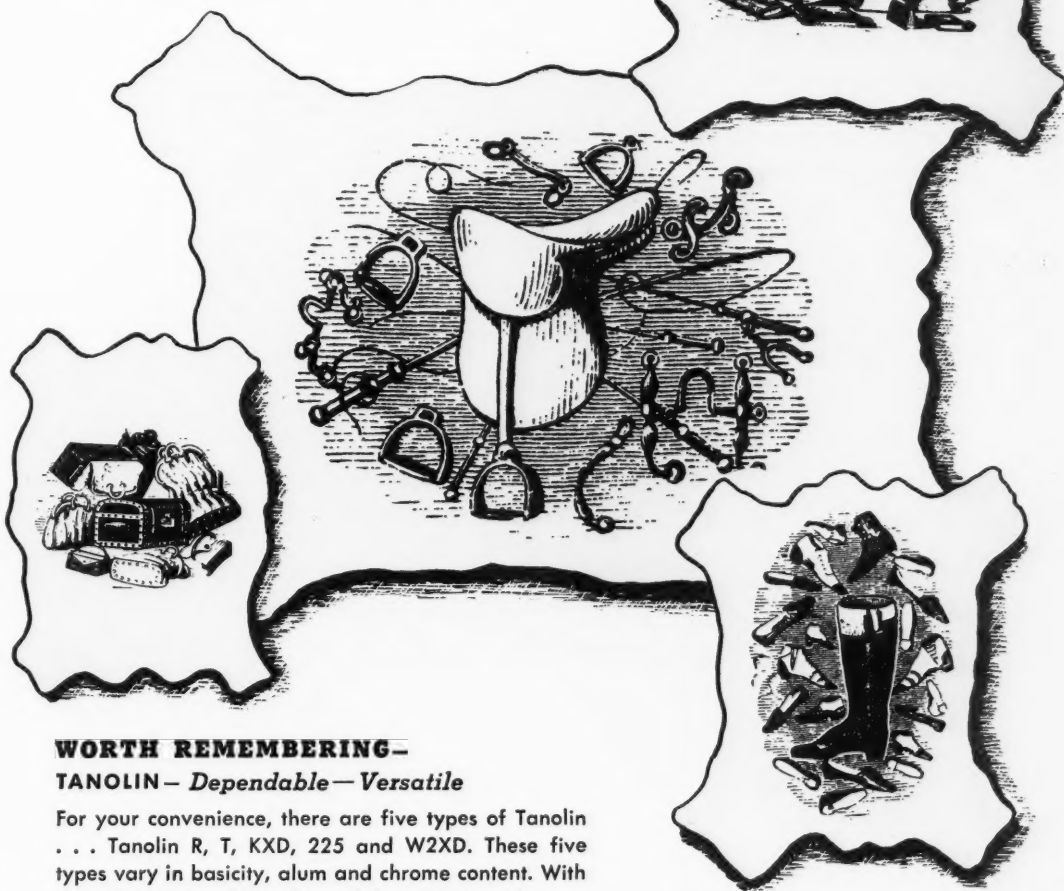
300 Elm Street Buffalo, N. Y.

THE MARTIN DENNIS COMPANY

presents

The History of Tanning—Number 14 in a Series

Controlled Diversification—By the second decade of the 20th century, the emphasis was no longer on sheer size and quantity. Production machinery and reliable chemicals now permitted the carefully controlled volume production of many special types of leather.



WORTH REMEMBERING—

TANOLIN— Dependable— Versatile

For your convenience, there are five types of Tanolin . . . Tanolin R, T, KXD, 225 and W2XD. These five types vary in basicity, alum and chrome content. With these five types of Tanolin and the variations that are possible with each, you have in Tanolin a chrome liquor that is definitely tailored to your individual needs and the type of leather you are producing. There is no need to risk making your own liquors. Your specific requirements can be met by one or more of the five types of reliable, consistent Tanolin, the original one-bath chrome liquor. Directions, practical advice and demonstrations upon request.

THE MARTIN DENNIS COMPANY

859 SUMMER AVENUE

NEWARK 4, N. J.

DIAMOND



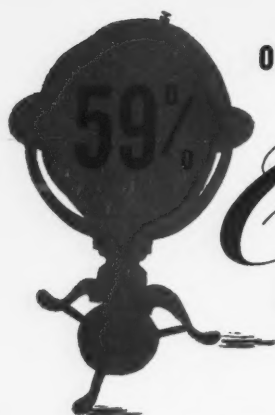
CHEMICALS

A Division of Diamond Alkali Company, Specializing in Chemicals for the Leather Industry

Chemicals you live by

DIAMOND ALKALI COMPANY... CLEVELAND 14, OHIO

SODA ASH • CAUSTIC SODA • CHLORINE & DERIVATIVES • BICARBONATE OF SODA • SILICATES • CALCIUM COMPOUNDS • CHROME COMPOUNDS • ALKALI SPECIALTIES



of all the patent leather
delivered in 1949 was

Colonial PATENT

for the 16th consecutive year... the
world's largest selling patent leather



it's patent preferred for 350 years and
it's COLONIAL for the BEST patent leather shoes



COLONIAL TANNING COMPANY, INC., BOSTON 11, MASSACHUSETTS

